

# THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

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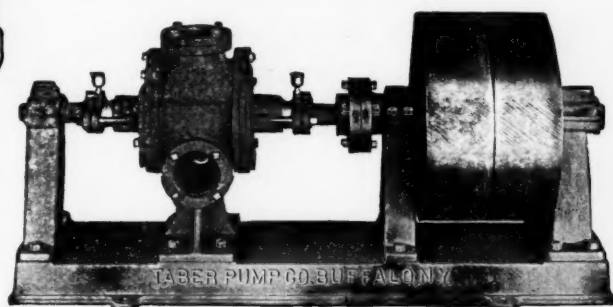
FEBRUARY 17, 1917

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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

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No. 7.

## MOBILIZING MEAT AND FOOD SUPPLY FOR WAR

### American Meat Packing Industry Is Ready for Instant Service

The breaking off of diplomatic relations with Germany has plunged the country into a state of apprehension as to whether we are to go to war or not. Previous plans of a tentative character in the direction of preparedness have suddenly assumed a more realistic aspect. Both military and industrial mobilization have suddenly drawn nearer in the range of possibilities. Every line of industry has been taken into consideration, and each has been studied with a view to utilizing its every resource in case of need.

None would be more important in case of trouble, and none would be as nearly ready for instant service, as the American meat packing industry. Its organization is the most thorough and efficient and its scope the most suitable for application to the country's needs in case of war.

Packinghouse products and those of allied industries will form an important unit in the systematizing and standardization of the country's commercial activities by the Advisory Commission of the Council of National Defense.

#### Plan of the Council of National Defense.

Each of the seven commissioners is chairman of a subdivision of investigation and classification. Julius Rosenwald, head of Sears, Roebuck & Company, the greatest mail order house in the world, is chairman of the committee on supplies, including food, clothing, etc.

Each chairman will proceed at once to get in touch with all important companies dealing in his sphere, and meetings will be held in various parts of the country. Each company so consulted will be directed to follow certain standardizations and regulations, and to deal in the future with the Advisory Commission through one man, and in no case may companies or organizations have a committee larger than three to represent them. Each chairman will appoint leading men as his committeemen, either from civil life or the government employ, as he sees fit and as circumstances warrant.

All this work, of course, is done in behalf of the national government for nothing, including the big men of the country who are members of the advisory commission. These members are Daniel Willard, president of the Baltimore & Ohio R. R.; Dr. Franklin

H. Martin, Howard E. Coffin, Dr. Hollis Godfrey, Samuel Gompers, Julius Rosenwald and Bernard Baruch.

In regard to the division of supplies, foods, etc., it is understood that Mr. Rosenwald is already in touch with the big packers in Chicago, and soon will be working closely with all the others.

#### Wilson Offers Aid of Meat Trade.

The meat-packing industries of America can be mobilized at once for the service of the national government, in the opinion of Thomas E. Wilson, president of Wilson & Company. Mr. Wilson sent the following telegram to President Wilson at Washington last week:

## PRESIDENT DIRECTS ANOTHER FOOD INQUIRY

### Federal Trade Commission to Co-operate with Agricultural Dept.

President Wilson wrote a letter last week to the Federal Trade Commission directing it to make an investigation of the whole question of food supply and distribution as it exists today in the United States. He referred specifically to the shortage of cereal and meat supplies.

He spoke also of charges frequently made concerning restraint of trade in connection with certain food products which he did not name. He directed that these charges be thoroughly investigated, and said that he would have the Department of Agriculture co-operate with the commission in ascertaining the facts.

Announcement was made later that such an investigation would cost from \$400,000 to \$500,000 and would take several years' time. It remains for Congress to appropriate the necessary funds, without which the President's orders cannot be carried out.

Following the announcement of the plan for an investigation leading meat trade interests came forward with offers to co-operate with the government to get the facts.

The attitude of the meat industry is that if such an enterprise is undertaken, it should be thorough and complete. It should settle for all time the facts regarding the organization and operation of the meat industry. The trade has been the butt of attack for many years. All manner of abuse has been heaped upon it. A final and conclusive verdict by responsible government authority

The President of the United States, Washington, D. C.

During the European war the belligerent nations have found many difficulties to overcome in industrial organizations for national service. Not only have they had to supply their armies in the field with munitions, clothing, food and other supplies necessary for their endeavors, but they have had to provide as well for the changes that war has brought about in the condition of the civilian population. It is our earnest hope that the United States government will find a peaceful solution of the present difficulties.

At the same time I feel that I voice the sentiment of the entire meat-packing and meat food product industry in calling the attention of your excellency to the ability of such organizations to serve the government. We have an organization of men expert and experienced not only in preparing but in distributing meat food products regardless of volume or distance.

They stand ready to co-operate with the commissary departments of the army and (Continued on page 41.)

will be welcomed, so that the matter may be settled once for all.

#### Text of the President's Letter.

The President's letter was as follows:

"An adequate supply of food products is a matter of concern to the nation at all times. It is of peculiar importance at present. Our domestic food supply is normally very large, and has become increasingly varied. In some respects it has steadily expanded, and has kept pace with the increasing population. Unfortunately, this is not true, however, of a large number of important staple products, including certain cereals, and particularly meats.

"While the population of the nation has increased 26,000,000 since 1900, the production of the two leading cereals, corn and wheat, while tending to increase, has shown only a slight advance, and that of the meat products in the same period has shown an increase of only 3,500,000,000 pounds, a decrease of 29 pounds per capita.

"Much can be done and is being done to change this situation through improved methods of production and through the control or eradication of plant and animal diseases. But there are problems also of distribution, and, in some respects, the problems presented in this field are the more difficult. Only recently have official agencies been created to deal systematically with this side of the difficulty. Much work has been done and, considering the limited nature of the powers under which it has been conducted, no little headway has been made, particularly in obtaining and diffusing useful information.

"Nevertheless, it is not yet clear in many directions just what the nature of the difficulty is or what measures should be adopted



to effect fundamental improvements. Many necessary facts are not available, and it is questionable whether any single agency of the government at present possesses the requisite power and equipment to secure the information needed to enable both public and private instrumentalities to render their fullest service to the people.

"It is obvious that there will be no sufficient incentive to enlarge production if there does not exist an unobstructed and economical system of distribution. Unjustifiable fluctuations in prices are not merely demoralizing; they inevitably deter adequate production.

#### Allegations of Food Manipulation.

"It has been alleged before committees of Congress and elsewhere that the course of trade in important food products is not free, but is restricted and controlled by artificial and illegal means. It is of the highest public concern to ascertain the truth or falsity of these allegations. No business can be transacted effectively in an atmosphere of suspicion. If the allegations are well grounded, it is necessary that the nature and extent of the evils and abuses be accurately determined, so that proper remedies, legislative or administrative, may be applied. If they are not true, it is equally essential that the public be informed, so that unrest and dissatisfaction may be allayed.

"In any event, because of the grave public interest which the food supply affects, the efficient performance of the duties imposed upon agencies of the government requires that all the pertinent facts be ascertained. To this end, the powers of such agencies should be made adequate, if in any respect they are now deficient.

"Pursuant to the authority conferred upon me by the act creating the Federal Trade Commission, therefore, I direct the commission, within the scope of its powers, to investigate and report the facts relating to the production, ownership, manufacture, storage and distribution of foodstuffs and the products or by-products arising from or in connection with their preparation and manufacture; to ascertain the facts bearing on alleged violations of the anti-trust acts, and particularly upon the question whether there are manipulations, controls, trusts, combinations, conspiracies, or restraints of trade out of harmony with the law or the public interest.

"I am aware that the commission has additional authority in this field through the power conferred upon it to prevent certain persons, partnerships, or corporations from using unfair methods of competition in commerce. I presume that you may see fit to

exercise that authority, upon your own initiative, without direction from me.

#### Agricultural Department to Help.

"The Department of Agriculture has been engaged for several years in studying problems of distribution. I have noted that it has been proposed in the Congress to add to the funds of the department and give it larger powers to conduct its investigation. As its activities will touch phases of the problem I am calling to your attention, which may not be covered by your inquiry, and may furnish information of great importance for the purposes contemplated, I shall direct that department to co-operate with you in this enterprise.

"For the adequate prosecution of the inquiry by both your commission and the Department of Agriculture, it is essential that sufficient funds be available. I accordingly request that you furnish me at the earliest possible moment an estimate for an appropriation, if one is needed, to supplement existing appropriations, to enable you successfully to carry out the investigation.

"A copy of this letter is being sent to the Secretary of Agriculture, with the direction that his department co-operate with you, and with the request that he furnish an estimate for the funds needed by his department."

#### Packer's Offer to Help.

President Louis F. Swift, of Swift & Company, on Monday telegraphed to the Federal Trade Commission an offer of assistance in making the investigation. His telegram reads:

Hon. Wm. J. Harris, Chairman,  
Federal Trade Commission,  
Washington, D. C.

I have seen in the newspapers President Wilson's letter addressed to you, directing an inquiry into the cost of foods. I wish to inform you that the books and records of Swift & Company will be freely open to the commission and to its representatives, and that the officers and employees of the company will, upon your request, be pleased to furnish the commission with any and all information in its possession in reference to that part of the business under investigation with which the company has to do.

I especially think that the commission should endeavor to ascertain the reason for the failure of the production of livestock to keep pace with the increase in population. I respectfully suggest that any investigation of this question as regards meat must, in order to be thorough, cover the entire industry from the calf to the table.

LOUIS F. SWIFT.

## CHANGES IN FRESH BEEF DURING COLD STORAGE

### Government Investigation Shows That Age Improves the Meat

The chemical changes that take place in lean beef held in storage under the best commercial practice at temperatures above freezing are without appreciable effect, either upon the nutritive value or the wholesomeness of the edible portions, according to meat specialists of the United States Department of Agriculture. This and other conclusions of the Department's meat specialists in regard to the effects of cold storage of beef above freezing are set forth in a recently published professional paper of the United States Department of Agriculture, Bulletin No. 433.

The chemical changes which took place in the beef subjected to the experiments and observations were found to be due in the main to ferments, and only to a very small extent to the action of bacteria. The ferments are substances present in the meat which are similar in nature to some of the constituents present in digestive fluids. The

changes, therefore, resulted chiefly from a kind of auto-digestion.

One of the principal effects of storage upon the properties of the beef was a marked increase in tenderness. The studies showed, however, that this tenderness could not be attributed to bacterial action. While the flavor also changed somewhat, individuals probably would not agree as to whether the change was desirable or undesirable.

The investigations of the specialists included an examination into the "ripening" of beef. Though the changes in all beef held even for short periods may be said to result from a "ripening" or "aging" process, the term is applied especially to beef held for considerable periods at temperatures above freezing. Even in the case of such ripened meats it was found that bacteria penetrated only a very slight distance beneath the surface.

Because a number of factors influence the

condition of fresh beef held in cold storage at temperatures above freezing, the wholesomeness of such meat must be judged by other considerations besides the length of time during which the product has been stored. The important factors besides length of storage are temperature, humidity, and the character of the beef.

The usual commercial practice when freezing is not employed is to hold beef at temperatures between 34 degs. and 36 degs. F. Forty degrees has been found to be about the upper limit of safety. The lower the temperature, in general, the longer the meat can be kept in good condition. Beef also can be kept satisfactorily for longer periods, the recent experiments showed, when the humidity of the storage rooms is low.

In the studies and experiments, beef was held in cold storage at temperatures above freezing in the experimental cooler of the bureau for as long as 177 days, or approximately six months, apparently without appreciable deterioration of the lean meat. In a modern packinghouse cooler, where the humidity was much greater than in the experimental cooler, it was possible to hold beef in storage in satisfactory condition for 55 days. Unfrozen beef, however, usually is not held for longer than six weeks, and where the better commercial practices prevail no undesirable changes take place.

The carcasses of highly-finished animals can be kept in good condition longer than those of poorly-finished animals. One of the conditions which contributes to the better keeping qualities of finished carcasses is their protecting outer layer of fat, which becomes firm in cold storage and affords resistance to bacterial invasion.

#### HORMEL WINS MEAT RATE CASE.

Ordering a realignment of rates on fresh meats and packinghouse products from points in Minnesota to destinations east of the Indiana-Illinois State line, the Interstate Commerce Commission last week entered a decision upon the complaint of George A. Hormel & Company, of Austin, Minn., against the Chicago Great Western and other railroads.

The commission held that the rates from Austin to Eastern destinations are not unreasonable. On the other hand, it was held that the adjustment of rates has been shown to be unjustly discriminatory; that the rates from Austin to points and the Eastern destinations should for the future be no higher than those contemporaneously maintained on the same articles from Mason City, Iowa, and that the rates from Albert Lea, Minn., should not be more than one-half a cent higher than from Austin. This discrimination was ordered to be removed by April 16, next.

#### MEAT PRODUCTION IN RUSSIA.

Interest in cattle raising in Russia is constantly on the increase, and the Russian-American Chamber of Commerce in Moscow is helping a number of co-operative societies in North Russia to develop this industry. The Russian-American Chamber of Commerce is also interested in the development of the meat packing industry in that country, and is working through the American-Russian Chamber of Commerce in New York, with offices at No. 60 Broadway.



## MEAT SITUATION IN THE UNITED STATES

### Production, Consumption and Prices as Shown by Statistics

By George K. Holmes, U. S. Bureau of Crop Estimates.

(Continued from last week.)

[EDITOR'S NOTE.—This report, the most important result of the appointment of the Galloway Commission several years ago, was summarized in a recent issue of *The National Provisioner*. Showing, as it does, that meat production has not kept pace with consumption, it will be of the greatest interest to producers and consumers alike.]

#### PRODUCTION OF MEAT—GERMANY.

On account of the slaughter and inspection law of 1904, the German official records, supplemented by a fraction of estimates for farm slaughter, supply reasonably accurate annual statistics of meat production, beginning with that year. It is supposed that extra-edible parts are not included.

In the first year of the record, 1904, Germany produced 6,334,000,000 pounds of beef, mutton and pork, and the quantity declined to 6,182,000,000 pounds in 1906. From this quantity the production jumped to 6,712,000,000 pounds in 1907, followed by an increase to 7,180,000,000 pounds in 1911. Then followed a decline to 6,879,000,000 pounds in 1913, or very nearly the production of 1908 and 1910. Germany reached the highest meat production ever attained by that country in 1911.

#### Beef and Veal.

A condition that first attracts attention is the relatively high calf slaughter. In every year more calves have been slaughtered for veal in Germany than mature cattle for beef. For instance, in 1913 the cattle, except calves, that were slaughtered for meat numbered 3,592,000, and the veal calves numbered 4,176,000.

The beef and veal production of Germany amounted to 2,262,000,000 pounds in 1904, excluding condemned meat, and the quantity increased to 2,732,000,000 pounds in 1909, after which there was a decline to 2,322,000,000 pounds in 1913, a return nearly to the production of 1904.

The number of cattle and calves slaughtered for meat increased from 7,787,000 in 1904 to 9,456,000 in 1909, and afterwards declined to 7,768,000 in 1913.

The production of beef, excluding veal, increased from 1,878,000,000 pounds in 1904 to 2,271,000,000 pounds in 1909, and afterwards declined to 1,955,000,000 pounds in 1913.

It is interesting to note that, of the total number of cattle and calves killed for meat, the mature cattle were under 44 per cent in 1904, under 45 per cent in 1909, and were over 46 per cent in 1913. That is to say, the calf slaughter was relatively decreasing, not only during the period of increasing meat production but also during its decline.

In 1913, 4,176,000 veal calves were slaughtered in Germany, or a smaller number than in 1904 or any subsequent year. As many as 5,239,000 veal calves were slaughtered in 1909, a high-watermark year.

The veal production of 1913 was 367,000,000 pounds, or less than in 1904 or any following year.

#### Mutton, Lamb, Pork and Other Meat.

The mutton, including lamb, production of Germany in 1904 was 140,399,000 pounds, and in subsequent years the quantity went as high as 148,592,000 pounds in 1909, and as low as 126,135,000 pounds in 1913, which is

distinctively a low-water mark for the period. Mutton production has declined since 1909 at a marked rate.

The slaughtered sheep and lambs numbered 2,897,000 in 1904, 3,066,000 in 1909, and 2,602,000 in 1913.

The swine slaughter of Germany is an important source of meat. The slaughter of 1904 included 20,999,000 hogs, increased to 24,411,000 in 1911, and afterwards declined to 23,666,000 in 1913.

The quantity of pork produced ranged from 3,931,000,000 pounds in 1904 to 4,571,000,000 pounds in 1911, followed by a decline to 4,431,000,000 pounds in 1913.

Germany accepts horse meat and sells it as such, and similarly handles goat meat, and even dog meat.

About 1,200,000 goats are slaughtered annually, about 150,000 to 175,000 horses, and from 6,000 to 8,000 dogs. These three classes of animals provide an appreciable addition to the beef, mutton and pork supply of that country. In 1904 they equaled 104,000,000 pounds, and the quantity gradually grew to 134,000,000 pounds in 1912, but the quantity for 1913 fell to 126,000,000 pounds.

#### As Percentages of Their Total.

Beef, mutton and pork combined being regarded as 100, the beef including veal produced in Germany in 1904 was 35.9 per cent. The increase in the next year was to 39.2 per cent, and with fluctuations to 39.6 per cent in 1909, after which year the decline has been steady to 33.9 per cent in 1913.

In 1905, the mutton produced was 2.4 per cent of the total of these three classes of meat, and the percentage has steadily and persistently declined to 1.8 per cent in 1913.

On the other hand, pork has surely although irregularly gained in relative importance. The pork production in 1905 was 58.4 per cent of the total of these three classes of meat, and in 1913 it was 64.3 per cent.

It should be borne in mind that these percentages stand for relative production and not for consumption.

#### ITALY.

A thorough investigation of the slaughter of meat animals for food was made in 1903 in every commune in Italy, by the director general of public health. It was found that during the year about 1,500,000 cattle and calves were slaughtered, with a beef and veal production of over 972,000,000 pounds. The 4,300,000 sheep produced over 129,000,000 pounds of mutton and lamb; and the 1,500,000 slaughtered swine produced over 406,000,000 pounds of pork. There were besides nearly 5,000,000 pounds of unclassified meat. The total of beef, mutton and pork production amounted to 1,511,000,000 pounds. This production is for a population of 33,000,000, a large fraction of which is engaged in agriculture.

#### UNITED KINGDOM.

In the second report, November 17, 1903, of "the committee appointed to inquire into the statistics available as a basis for estimating the production and consumption of meat and milk in the United Kingdom," ap-

pointed by the Royal Statistical Society, the details of estimating the annual slaughter of meat animals are presented. The adopted process has been used to estimate the annual meat production and consumption of the United Kingdom from 1890-91 to 1907-8.

According to the estimates, the meat production of the United Kingdom, notwithstanding a sharp fluctuation or two, has remained quite steady at about 2,700,000,000 to 3,000,000,000 pounds annually. During the 18 years, from 1890-91 to 1907-8, the highest production—about 3,000,000,000 pounds—is found in the two years 1891-92 to 1892-93, but during the subsequent years of the period the production was from 2,700,000,000 to 2,900,000,000 pounds.

#### Beef and Veal.

During the two years 1892-93 and 1893-94 the production of beef and veal was exceptionally high, or nearly 1,700,000,000 pounds in each year, but subsequently the production has ranged from about 1,400,000,000 to 1,600,000,000 pounds, with no great fluctuations.

In each of the two exceptional years above mentioned, beef production was a little under 1,600,000,000 pounds, but subsequently the production ranged from about 1,300,000,000 to 1,500,000,000 pounds.

Veal production in each of the two exceptional years was almost 100,000,000 pounds, but in later years it has ranged from about 86,000,000 to 90,000,000 pounds.

#### Mutton and Lamb.

The people of the British Isles have long been famous mutton eaters, and the production of mutton, including lamb, is a little greater than in the United States. Besides this, great quantities of frozen mutton are imported.

The British mutton and lamb production almost reached 800,000,000 pounds in 1892-93, but generally speaking throughout the 18 years covered by the record the production has ranged from about 600,000,000 to 700,000,000 pounds. As in the case of beef, only a few marked fluctuations are presented.

Aside from the production of nearly 700,000,000 pounds of mutton, not including lamb, in 1892-93, the general course of production has been about 500,000,000 to 600,000,000 pounds yearly.

In one year, 1892-93, lamb production reached 105,000,000 pounds, but in the other years of the 18-year period the production ranged from about 85,000,000 to 95,000,000 pounds.

#### Pork.

Pork production is about on a par with the production of mutton and lamb in the United Kingdom, although it fluctuates very freely. About 630,000,000 pounds as a yearly production may be regarded as an average result of slaughtering throughout the 18 years covered by the record, although the production has reached as high as 843,000,000 pounds in 1891-92, and has fallen as low as 474,000,000 pounds two years later.

#### As Percentages of Their Total.

With the understanding that the total production of beef, mutton and pork is represented by 100, the changes in the relative positions of these three classes of meat throughout the 18 years under review are

(Continued on page 28.)

# PRACTICAL POINTS FOR THE TRADE

## ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some special inquiry is made.]

## YIELD OF BLOOD TO THE HOG.

An eastern subscriber writes as follows:  
Editor The National Provisioner:

Will you kindly inform me the estimated weight of blood to the 100-lb. hog when stuck? What I want is, when the hog is knocked down and bled, what proportion of the gross weight of the animal is lost?

An actual test on raw hog blood shows as follows: About 1,000 hogs averaging 225 pounds ran about 7 pounds of blood per hog, or a trifle over 3 per cent of the live weight. Many killers figure 8 pounds per hog, which cannot possibly apply to all weights of hogs. As a rule, dried blood will run about 1½ pounds per hog, analyzing, when properly manipulated, 17 per cent of ammonia, on which basis it is sold. Cattle blood, raw, runs about 37 pounds per head.

## PORK CUTS AND PACKING.

A reader in the West who is unfamiliar with the pork packing trade asks this question:

Editor The National Provisioner:

Will you please tell me how many pounds of pork are packed in a barrel, and what part of the hog carcass you refer to when speaking of the "butts"?

Speaking of "pork," the word pork signifies nothing in particular, as the whole dressed hog is pork. But in the venacular of the trade "pork" has a particular significance, viz.: pork loins, pork chops, pork tenderloins, trimmings, etc. Then we get into

pork cuts for pickle, such as mess, clear, plate, pig, bean and so on. We have it fresh, pickled, dry salted, smoked and in sausage. We get it every way, cut and handled fresh and cured, according to relative values, based on the price of the live hog. The immediate sale of fresh cuts, of course, takes precedence for obvious reasons. It costs money to cure hog product and market it, and nobody knows this better than the packer.

Chicago Board of Trade requirements are as follows: Standard mess pork should be made from sides of well-fatted hogs, split through or on one side of the back bone and equal proportions on both sides, cut into strips of uniform width, properly flanked and not backstrapped.

Between October 1 and the last day of February, inclusive, 190 pounds, and between March 1 and September 30, inclusive, 193 pounds of green meat, numbering not over sixteen pieces, including the regular proportion of flank and shoulder cuts, placed four layers on edge without excessive crowding or bruising, shall be packed in each barrel, with not less than 40 pounds of coarse salt, and the barrel filled with brine of full strength, or 40 pounds of coarse salt and in addition thereto 15 pounds of salt and barrel filled with cold water.

This is the kind of pork quoted on the Chicago Board of Trade, and is figured on a basis of 200 pounds per barrel. The number of pieces run from 13 to 16. In addition to this there are prime mess pork, extra prime pork, light mess pork, back pork, extra shoulder pork, extra clear pork, clear pork, clear back pork, etc.

A barrel of hog meat is usually around 200 pounds and a tierce around 300 pounds. Butts may be ham butts, shoulder butts, jowl butts, or any old butt. It is a piece of meat cut off when making different cuts of shoulders, particularly, or hams. For in-

stance, making "picnics" or "Calas" the butt end or tap of the shoulder is cut off through the blade, and this may be left as it is or the lean separated from the fat, making a lean butt and a clear plate, the latter being the fat part of the shoulder butt.

Aside from standard cuts we have "house" cuts of piece pork; that is, certain parts of the hog cut up into small pieces and pickled, which may be back, belly or shoulder, as the case may be, with or without bone. These cuts are given as a rule a "house" name, and are thus sold to customers who know what they expect to get.

The best way to get some idea of such matters is to visit a packinghouse and see these cuts made, which simplifies the matter greatly.

## KEEP YOUR PROVISIONER ON FILE

The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated or another copy furnished. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of this publication, he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market. It is finished in cloth board, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

## Obvious Inference

One of our old customers that has used Swensons for over a quarter of a century, re-ordered evaporators and equipment to the extent of over \$100,000 during the past year.

Swenson Evaporator Co.,  
Chicago.

# THE NATIONAL PROVISIONER

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## AMERICAN MEAT PACKERS' ASSOCIATION.

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## THE LATEST INVESTIGATION

The action of President Wilson in ordering the Federal Trade Commission to make a thorough investigation of food conditions, and to co-operate with the Department of Agriculture in doing so, seems to be the outcome of agitation for an investigation into the high cost of food commodities as a public protest against the high cost of living.

There can be no question that the cost of necessities of life is a serious and very heavy burden upon practically all classes. The increased cost of living has necessitated increases in wages; the cost of labor and other necessities has increased the requirements in all of the channels of trade, and the accumulated burden must necessarily fall upon the public.

In self-defense the public demands investigations to ascertain whether there are any artificial reasons for these added and constantly growing burdens. And while the

old law of supply and demand seems to be in full operation, it is difficult for those who are making the demand to understand that supply is not keeping up with their requirements in any direction.

The war, of course, complicates the domestic problem. Prices of everything are higher than they have ever been. There are underlying reasons for these increases, and for the rapidity of the rise. It is but natural that the thought of the public and of the President should turn first to food commodities as being the most important to the welfare of the people, and the order of the President therefore is not astonishing.

The order requires that the commission, acting in conjunction with the Department of Agriculture, shall investigate the conditions surrounding the production and marketing of all food commodities. The President, with his usual conservatism, suggests that if there are artificial and improper conditions existing which cause high prices for the necessities of life, they should be known that they may be corrected, but that if on the other hand it is found these conditions arise from natural causes, it is equally desirable in common justice that this fact should be given publicity.

It is more than likely that the meat trade will have a very prominent place in the investigation. It would seem that after fifteen years of national, State and municipal investigations, civil and criminal indictments, newspaper agitation, and all of the other probes which have gone into the packing business, the public should be well convinced by this time that the packinghouse business, which has always been vindicated in these tests, should at least be permitted to conduct its affairs without further undue interference.

This has not been true in recent months, and because of the serious situation it is evident that the attention of the President has been directly and specially called to it, with the suggestion\* that the proposed investigation should be made. The packinghouse trade will undoubtedly co-operate both with the Federal Trade Commission and the Department of Agriculture in arriving at the facts. It has always done so heretofore. Coming by direction of such a high authority it is to be hoped that the conclusions arrived at will be so final that there will be no need again to cast suspicion upon the meat industry.

It is evident that the Government at this time is well equipped for such an investigation, with two agencies which are organized for constructive and not for destructive or sensational purposes. The Federal Trade Commission is composed of men of business training, who understand business conditions, and who can draw conclusions after taking

into consideration all the factors in a business proposition. The Bureau of Markets of the Department of Agriculture, which is practically a new agency of the Government, is being operated upon constructive lines, and in its very short life has already accomplished a great deal in the dissemination of necessary business knowledge.

With the commission and the bureau working together, without a view to finding sensational developments, but to ascertain only the exact facts, it will be an interesting form of investigation. It should be invaluable in the final conclusions.

That the packinghouse industry will co-operate fully is a foregone conclusion. But the suggestion is made that in order to thoroughly ascertain all of the facts with regard to meat price conditions, the investigation should make a thorough survey of the "business" of producing livestock, the "business" of turning it into meat and by-products, the "business" of distribution of such products, and the "business" of transportation. If the same efficiency is shown all along the line as is the case in the marketing end of meat production and distribution, it will be astonishing to all concerned. But the investigation may point a way whereby our very important "business" of getting meat food products to the table can be improved in a place least expected.

## MOBILIZING MEAT RESOURCES

Possibility of the entrance of the United States into the war arena as an active participant following the severance of diplomatic relations with Germany has caused a speeding up of the plans for both military and industrial mobilization which had been going on. Every line of industry has been taken into consideration, and none will be of more importance in the case of war than the meat packing industry.

No industry is in a better state of preparedness than the meat industry. American meat plants and meat organizations are the best systematized in the country, and the machinery of the meat packing trade could be instantly turned to the task of supplying armed forces in the field, with hardly a detail of alteration. The whole system, from the packinghouse to the branch market cooler, lends itself ideally to the needs of such a situation.

It would be a question only of the adequacy of the supply of raw material, and transportation facilities for moving the finished products. If we ever get into war and the industries of the country are applied as a whole to war purposes, the people will get a really striking illustration of the marvelous organization and the super-efficiency of the meat packing industry of the United States.



## TRADE GLEANINGS

The erection of an abattoir is being considered by the city of Anderson, S. C.

The plant of the East St. Louis Cotton Oil Company at Micola, Mo., has been damaged by fire.

Lawrence Jensen's cheese factory at Pine Grove, Green Bay Wis., has been destroyed by fire.

The erection of an abattoir at Bowling Green, Ky., is contemplated by E. P. Serety of Indianapolis, Ind.

Fire destroyed 4,000 tons of cottonseed in the warehouse of the Southland Cotton Oil Company at Wynnehood, Okla.

Work has been started on the new \$100,000 packing house of Wilson & Company, on West Bay street, Jacksonville, Fla.

Fire caused damage of \$300 at Armour & Company's plant at Fourth South and Third West streets, Salt Lake City, Utah.

The plant of the Nevada Packing Company, Reno, Nev., recently purchased by the Western Meat Company, will be enlarged.

Wallace Roberts Canning Company, Woodstown, Salem County, N. J., to can meats, vegetables, etc., has been incorporated with a capital stock of \$125,000.

It is reported that operations were commenced in the new plant of the Inter-County Co-operative Packing Company, New Richmond, Wis., on February 15.

The Darlington Real Estate & Fertilizer Company, Darlington, S. C., has been incorporated with a capital stock of \$10,000 by C. B. Edwards and J. L. Edwards.

S. Henle, Inc., New York, N. Y., to produce paraffin, petroleum, greases, etc., has been incorporated by S. Henle, G. R. Martin and W. H. Warde with a capital stock of \$50,000.

J. Telenga Export & Trading Corp., New York, N. Y., to deal in chemicals, greases, fats, oils, etc., has been incorporated with a capital stock of \$25,000. The incorporators are: J. Telenga, 18 West 103rd street, New York, N. Y.; J. H. Muller, 1378 St. Mark's

avenue, Brooklyn, N. Y., and A. C. Kahn, 252 West 105th street, New York, N. Y.

The J. A. Whitfield Company has acquired a modern abattoir and packing house property at Frederick, Md., and will operate it at full capacity under the management of L. K. Baldwin.

The Thomas Ruddy Company of Augusta, Me., has been granted a permit to do business in Texas. Capital stock, \$1,500,000. They intend to establish, build and maintain slaughtering plants.

Alysdale, Inc., New York, N. Y., to breed animals, manufacture dairy products, etc., has been incorporated with a capital stock of \$50,000 by W. V. Taylor, H. Norman, 27 Pine street, New York, N. Y., and G. E. Jackson, Bound Brook, N. J.

It has been announced that a site has been purchased in Houston, Texas, by the Cottonseed Oil Company of Texas, on which a \$100,000 mill will be erected. Clarence Martin, vice president of the company, will have charge of the mill.

A meat killing plant and abattoir will be established at Berry Hill, about five miles from Rome, Ga., by the Lucerne Farm Products Company, incorporated by P. O. Stensland of Rome, Ga., O. N. Osland, D. Osland and T. Osland of Chicago, Ill. Capital stock, \$24,000.

The capital stock of the Ogden Packing & Provision Company, Salt Lake City, Utah, has been increased from \$1,000,000 to \$2,000,000. The following officers have been re-elected for the coming year: L. Hanse, president; Fred J. Kiesel, vice president; James Pingree, treasurer, and S. S. Jensen, secretary.

Contracts are soon to be let for the construction of the plant of the Orangeburg Packing Company at Orangeburg, S. C. The company was organized with a capital stock of \$200,000. The principal building of the plant will be a three-story, reinforced concrete fireproof structure with brick facings. The building is 205 x 79 feet.

### ANIMAL PRODUCTS AS FOOD.

We have been told for years by a certain class of so-called food experts that the human race could be well nourished without the use

of animal products. Possibly that is true, if the vegetable fats could easily be made available for human consumption and were sufficient in quantity for the needs of the people.

But when the war is over, and a view of conditions in the countries which are short of meats, milk and animal fats may be had, we believe that the world will find before it a great lesson about the value of livestock products. We expect Germany and Austria, possibly Great Britain and France also, to furnish some striking evidence as to the effects a deficiency in foods derived from livestock, the only constant and cheap source of fats essential to the proper nourishment of a race accustomed to their use for countless generations.

We are told that some day the use of animal products must cease, that grains and vegetables will be so much needed that we cannot afford to put them into the animal laboratories for transformation into the proteids and fats of meat, milk and other carriers. The experience of great nations on this point, when we are in position to examine it, will probably disprove this theory.

In fact we believe it is going to prove that the contrary is true, that we cannot afford to neglect these animal laboratories if the race is to be nourished properly and sufficiently. In this as in all other human problems experience will be worth more than all the volumes of theory the libraries of the earth can hold.—National Stockman & Farmer.

### JANUARY OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of January, 1917, was 11,316,102 lbs. uncolored and 227,412 lbs. colored, a total of 11,543,514 lbs. This was two and a half million pounds less than the preceding month. Compared to a year ago, it was nearly three and a half million pounds more. Renovated butter production in January in this district was 674,969 lbs.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
January, 1916.....	8,132,537
February .....	8,629,735
March .....	10,159,141
April .....	9,741,393
May .....	9,093,366
June .....	7,895,272
July .....	6,070,926
August .....	7,624,590
September .....	10,334,173
October .....	12,020,961
November .....	13,817,912
December .....	14,004,048
January, 1917.....	11,543,514

**35** of the 49 packers who advertised in the January 20, 1917 issue of this paper have used **B and P Special Enamel**

Let us tell you why they continue using it

**THE TROPICAL PAINT AND OIL CO. Cleveland OHIO**

**HUDFORD**  
ONE-TON TRUCK  
No Extras. Complete **\$725**  
**HUDFORD CO. of N. Y.**

**THE BEST LIGHT DELIVERY TRUCK ON THE MARKET**  
Merchants appreciate the small upkeep and the reliability of the Ford Car, with Hudford One-Ton Unit attached. Your old Ford can be converted for \$380, all complete. **DELIVERY BODIES FOR FORDS AND HUDFORDS**  
**SALESROOM AND SERVICE STATION**  
**1700 B'way. Corner 54th Street** Phone, Circle 3305 **New York**

**P**ACKERS who buy our **SPECIAL HAM PAPER** for smoked meat wrapping and Lard Liners, get the **GREATEST VALUE** the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

**Hartford City Paper Company**

**Hartford City, Indiana**

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Maintained—Offerings Light—Demand Good—Distribution Affected by Shipping Conditions—Exports Curtailed.

The past week has shown unimportant changes in the prices for provisions of all kinds. Values have been maintained at near the high level and on beef there has been a very strong market which has naturally had some effect on the price for hogs and hog products. The conditions have been very much against the distribution of product owing to transportation at the interior, the ocean situation and on account of the submarine activity. Foreign markets continue very strong.

The exports from the seaboard are being very much disturbed and upset by the fact that neutral nations of Europe are not able to move anything as yet, no safe lanes having been provided except in a limited way. The north of Europe seems to be almost completely shut off and the holding up of the shipments to the neutral nations has naturally had the effect of causing some congestion at shipping points.

Shipments by American boats are of course held up as yet and there is some apprehension that the influence of this congestion will be felt in creating conditions which will lead to an embargo at the seaboard. The western conditions have been very serious. The situation has become so acute that some of the western roads during the last week placed embargoes on even live stock and perishables and the conditions have not improved to any extent this week.

The talk is still of a very congested condition of the transportation at the west which will naturally have bearing on both the movement of hogs from the country and the distribution of products from packing points. The weather conditions have been very severe all through the west, and this with the congestion of traffic has been a serious factor in moving all kinds of freight.

The government report of the stocks of provisions in the country for February 1 has just been published and presents some interesting conclusions. The report shows that the accumulations were quite liberal in January and stocks are in most cases larger than those of last year. The accumulation of stocks during the month were not as large as the accumulations for the corresponding month last year. The figures with the last three ciphers omitted show the following comparisons:

	No. of firms.	Feb. 1, 1917.	Feb. 1, 1916.	Changes, Per cent
Frozen beef, lbs.	132	165,063	132,266	Inc. 24.8
Cured beef, lbs.	103	32,504	29,832	Inc. 56.3
Frozen pork, lbs.	157	55,753	74,036	Dec. 25.3
Dry salt pork, lbs.	240	211,753	194,053	Inc. 9.1
S. P. pork, lbs.	294	312,450	298,939	Inc. 4.5
Lard, lbs.	270	83,397	92,342	Dec. 9.7
Frozen lamb and mutton, lbs.	87	4,613	5,286	Dec. 12.7

During January this year frozen beef increased 1.3 per cent. against an increase in January last year of 10.7 per cent. Frozen pork increased 9.4 per cent. against an increase last year of 50.6 per cent. Dry salt pork increased 9.4 per cent. against an in-

crease last year of 33.2 per cent; sweet-pickled pork increased 14 per cent. against an increase last year of 28.7 per cent. Lard increased 6.10 per cent against an increase of 52 per cent. last year, while cured beef decreased 7.6 per cent. against a decrease of 2.7 per cent. last year, and frozen lamb and mutton decreased 25.8 per cent. against a decrease of 12.40 per cent. last year.

The exports of provisions have been restricted during the past two weeks by the holding up of the sailings of the neutral boats, and this is naturally having effect on the total shipments. It is understood, however, that the sailing of the Belgian Relief boats will shortly be resumed and the loading of provisions is reported to be going on again for shipment.

The shipments to Holland are also expected to be resumed within a few days, and there is some question about shipments to other neutral countries. The shipments to the Allies have not been held up to any extent and it is stated on high authority that there has been no holding up of either shipments or clearances of any kind of supplies for the Allies excepting such holdups as came from the actual delays of loading on account of the transportation conditions from the west. The hog movement has been quite heavy notwithstanding the traffic conditions, and this has had a good deal of influence, showing that the country was ready to keep up marketing hogs at the price prevailing.

**LARD.**—The market was very firm after moderate declines. Demand has been of good volume and prices have responded. Reports that shipments would be resumed for Belgium had considerable effect. City is quoted at \$16 $\frac{3}{4}$ @16 $\frac{7}{8}$ ; Western, \$17@17.05; Middle West, \$16.90@17; refined Continent, \$18; South American, \$18.25; Brazil, kegs, \$19.25; compound, 13 $\frac{7}{8}$ @14 $\frac{1}{4}$ c.

**BEEF.**—The market has ruled firm but quiet. Demand while not active has been persistent and has taken offerings readily resulting in scant supplies on hand. Mess, \$23@23.50; packet, \$23.50@25.50; family, \$26@28; extra India, \$45@46.

**PORK.**—The market is very firm. Supplies are light and the offerings from the west are small and at high prices. The traffic conditions render business very difficult. Mess, \$33@35; clear, \$33@35, and family, \$33@35.

### SEE PAGE 29 FOR LATER MARKETS.

### STOCKS OF FROZEN AND CURED MEATS.

The total stocks of frozen beef reported by 190 firms to the United States Department of Agriculture on February 1, 1917, amounted to 189,138,253 pounds, while the total stocks reported by 225 firms on January 1, 1917, amounted to 173,829,426 pounds. The reports of 132 firms show stocks of 165,062,736 pounds on February 1, 1917, as compared with 132,266,076 pounds on February 1, 1916, an increase of 24.8 per cent. The reports of 155 firms show that the stocks increased 1.3

per cent in January, 1917, while the reports of 114 firms show stocks decreased 2.7 per cent in January, 1916.

The total stocks of cured beef reported by 243 firms on February 1, 1917, amounted to 34,459,680 pounds, while the total stocks reported by 241 firms on January 1, 1917, amounted to 40,271,373 pounds. The reports of 193 firms show stocks of 32,594,297 pounds on February 1, 1917, as compared with 20,851,778 pounds on February 1, 1916, an increase of 56.3 per cent. The reports of 202 firms show that the stocks decreased 7.6 per cent in January, 1917, while the reports of 166 firms show stocks increased 10.7 per cent in January, 1916.

The total stocks of frozen pork reported by 201 firms on February 1, 1917, amounted to 65,926,244 pounds, while the total stocks reported by 185 firms on January 1, 1917, amounted to 50,845,445 pounds. The reports of 157 firms show stocks of 55,753,062 pounds on February 1, 1917, as compared with 74,650,426 pounds on February 1, 1916, a decrease of 25.3 per cent. The reports of 161 firms show that the stocks increased 10.2 per cent in January, 1917, while the reports of 129 firms show stocks increased 59.6 per cent in January, 1916.

The total stocks of dry salt pork reported by 302 firms on February 1, 1917, amounted to 217,290,642 pounds, while the total stocks reported by 309 firms on January 1, 1917, amounted to 199,542,596 pounds. The reports of 240 firms show stocks of 211,753,458 pounds on February 1, 1917, as compared with 194,053,096 pounds on February 1, 1916, an increase of 9.1 per cent. The reports of 255 firms show that the stocks increased 9.4 per cent in January, 1917, while the reports of 207 firms show stocks increased 33.2 per cent in January, 1916.

The total stocks of sweet pickled pork reported by 364 firms on February 1, 1917, amounted to 323,075,484 pounds, while the total stocks reported by 386 firms on January 1, 1917, amounted to 284,881,323 pounds. The reports of 294 firms show stocks of 312,449,817 on February 1, 1917, as compared with 298,939,265 pounds on February 1, 1916, an increase of 4.5 per cent. The reports of 325 firms show that the stocks increased 14.0 per cent in January, 1917, while the reports of 260 firms show stocks increased 28.7 per cent in January, 1916.

The total stocks of lard reported by 333 firms on February 1, 1917, amounted to 87,804,663 pounds, while the total stocks reported by 346 firms on January 1, 1917, amounted to 83,162,608 pounds. The reports of 270 firms show stocks of 83,596,611 pounds on February 1, 1917, as compared with 92,341,937 pounds on February 1, 1916, a decrease of 9.7 per cent. The reports of 299 firms show that the stocks increased 6.1 per cent in January, 1917, while the reports of 233 firms show stocks increased 52.0 per cent in January, 1916.

The total stocks of frozen lamb and mutton reported by 114 firms on February 1,

1917, amounted to 5,800,457 pounds, while the total stocks reported by 114 firms on January 1, 1917, amounted to 5,646,496 pounds. The reports of 87 firms show stocks of 4,613,410 pounds on February 1, 1917, as compared with 5,285,543 pounds on February 1, 1916, a decreased of 12.7 per cent. The reports of 96 firms show that the stocks decreased 25.8 per cent in January, 1917, while the reports of 81 firms show stocks decreased 12.4 per cent in January, 1916.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to February 14, 1917:

##### HOGS.—Colombia, 3 hd.

BACON.—Bermuda, 8,433 lbs.; British West Indies, 486 lbs.; Canary Islands, 6,728 lbs.; Chile, 541 lbs.; Costa Rica, 1,296 lbs.; Cuba, 24,328 lbs.; Danish West Indies, 175 lbs.; Dutch Guiana, 166 lbs.; England, 2,184,182 lbs.; France, 2,184,182 lbs.; Jamaica, 656 lbs.; Panama, 4,818 lbs.; San Domingo, 389 lbs.; Scotland, 380,483 lbs.; Spain, 96,585 lbs.

HAMS AND SHOULDERS (Cured).—Bermuda, 12,208 lbs.; British Guiana, 4,591 lbs.; British West Indies, 2,452 lbs.; Chile, 759 lbs.; Colombia, 1,479 lbs.; Costa Rica, 393 lbs.; Cuba, 35,482 lbs.; Canary Islands, 477 lbs.; Danish West Indies, 1,974 lbs.; Dutch Guiana, 14,868 lbs.; Dutch West Indies, 707 lbs.; England, 1,282,169 lbs.; France, 2,390,123 lbs.; French West Indies, 4,025 lbs.; Jamaica, 506 lbs.; Panama, 11,417 lbs.; San Domingo, 5,525 lbs.; Scotland, 346,018 lbs.; Spain, 22,483 lbs.; Trinidad, 300 lbs.; Venezuela, 2,797 lbs.

LARD.—Barbados, 1,760 lbs.; Bermuda, 280 lbs.; British Guiana, 5,111 lbs.; British South Africa, 6,650 lbs.; British West Indies, 12,956 lbs.; Canary Islands, 21,400 lbs.; Chile, 200 lbs.; Colombia, 16,209 lbs.; Cuba, 38,346 lbs.; Danish West Indies, 371 lbs.; Dutch Guiana, 300 lbs.; Dutch West Indies, 410 lbs.; England, 1,730,471 lbs.; France, 4,181,118 lbs.; French West Indies, 1,652 lbs.; Hayti, 4,200 lbs.; Jamaica, 4,206 lbs.; Panama, 4,648 lbs.; Peru, 5,000 lbs.; Philippine Islands, 3,160 lbs.; San Domingo, 55,723 lbs.; Scotland, 102,967 lbs.; Spanish Africa, 31,000 lbs.; Trinidad, Island of, 980 lbs.; Venezuela, 5,063 lbs.

LARD COMPOUNDS.—Barbados, 2,525 lbs.; Bermuda, 5,927 lbs.; British Guiana, 8,666 lbs.; British West Indies, 37,158 lbs.; Canary Islands, 200 lbs.; Colombia, 120 lbs.; Costa Rica, 336 lbs.; Cuba, 12,573 lbs.; Danish West Indies, 1,794 lbs.; Dutch Guiana, 400 lbs.; Dutch West Indies, 2,486 lbs.; England, 36,365 lbs.; French West Indies, 125 lbs.; Jamaica, 1,214 lbs.; Panama, 5,729 lbs.; Trinidad, Island of, 146,173 lbs.

LARD OIL.—British South Africa, 300 gals.; Canary Islands, 15 gals.; Cuba, 60 gals.; Spain, 10 gals.; Venezuela, 50 gals.

FRESH PORK.—Bermuda, 8,464 lbs.; British West Indies, 21,863 lbs.; Danish West Indies, 500 lbs.; Dutch Guiana, 10,000 lbs.; England, 604,864 lbs.; Panama, 10,051 lbs.

PICKLED PORK.—Barbados, 900 lbs.; Bermuda, 3,702 lbs.; British Guiana, 42,000 lbs.; British West Indies, 34,065 lbs.; Canary Islands, 600 lbs.; Chile, 600 lbs.; Costa Rica, 2,000 lbs.; Cuba, 5,066 lbs.; Danish West Indies, 4,809 lbs.; Dutch Guiana, 1,000 lbs.; Dutch West Indies, 200 lbs.; England, 33,000 lbs.; France, 72,100 lbs.; French West Indies, 7,610 lbs.; Jamaica, 26,000 lbs.; San Domingo, 3,600 lbs.; Spain, 200 lbs.; Trinidad, Island of, 20,200 lbs.; Venezuela, 200 lbs.

CANNED PORK.—Bermuda, 24 lbs.; British West Indies, 66 lbs.; Colombia, 200 lbs.; Danish West Indies, 635 lbs.; England, 90,930 lbs.; France, 261,190 lbs.; Panama, 405 lbs.; Scotland, 5,832 lbs.; Venezuela, 480 lbs.

SAUSAGE.—Bermuda, 1,139 lbs.; British West Indies, 955 lbs.; Canary Islands, 200 lbs.; Chile, 818 lbs.; Colombia, 836 lbs.; Costa Rica, 120 lbs.; Cuba, 3,118 lbs.; Danish West Indies, 793 lbs.; Dutch Guiana, 740 lbs.; Dutch West Indies, 307 lbs.; England, 25,350 lbs.; France, 189,015 lbs.; French West Indies, 640 lbs.; Hayti, 100 lbs.; Panama, 4,240 lbs.; Peru, 590 lbs.; San Domingo, 4,335 lbs.; Scotland, 3,750 lbs.; Venezuela, 4,457 lbs.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to February 14, 1917:

BEEF (Pickled and Other Cured).—Barbados, 200 lbs.; Bermuda, 900 lbs.; British Guiana, 18,500 lbs.; British South Africa, 800 lbs.; British West Indies, 5,935 lbs.; Canary Islands, 1,100 lbs.; Chile, 600 lbs.; Costa Rica, 1,000 lbs.; Cuba, 2,000 lbs.; Danish West Indies, 400 lbs.; Dutch Guiana, 6,000 lbs.; Dutch West Indies, 200 lbs.; England, 22,600 lbs.; France, 15,000 lbs.; French West Indies, 2,000 lbs.; Panama, 200 lbs.; San Domingo, 800 lbs.; Scotland, 112,431 lbs.; Spain, 800 lbs.; Trinidad, Island of, 8,500 lbs.; Venezuela, 300 lbs.

FRESH BEEF.—Bermuda, 49,425 lbs.; British West Indies, 1,318 lbs.; Dutch Guiana, 11,800 lbs.; England, 1,633,804 lbs.; Scotland, 17,094 lbs.

OLEOMARGARINE.—Bermuda, 1,530 lbs.; British Guiana, 2,000 lbs.; British West Indies, 16,785 lbs.; Canary Islands, 300 lbs.; Costa Rica, 1,140 lbs.; Cuba, 3,400 lbs.; Danish West Indies, 7,870 lbs.; Dutch Guiana, 1,700 lbs.; Dutch West Indies, 1,170 lbs.; French West Indies, 250 lbs.; Jamaica, 2,500 lbs.; Panama, 7,810 lbs.; San Domingo, 3,260 lbs.

OLEO OIL.—Colombia, 1,800 lbs.; England, 38,050 lbs.; France, 38,868 lbs.; Norway, 19,384 lbs.; Scotland, 28,670 lbs.

STEARINE.—Chile, 415 lbs.; Cuba, 27,674 lbs.; England, 33,600 lbs.; Peru, 6,173 lbs.; San Domingo, 4,963 lbs.; Scotland, 50,029 lbs.; Venezuela, 47,099 lbs.

OLEO STOCK.—France, 92,327 lbs.; Scotland, 87,154 lbs.

OTHER ANIMAL OILS.—Bermuda, 50 gals.; Jamaica, 20 gals.

TALLOW.—British West Indies, 472 lbs.; Chile, 100 lbs.; Colombia, 17,496 lbs.; Costa

Rica, 500 lbs.; France, 45,354 lbs.; San Domingo, 3,977 lbs.; Venezuela, 29,000 lbs.

CANNED BEEF (Value).—Bermuda, \$448; British Guiana, \$38; British West Indies, \$270; Chile, \$298; Colombia, \$587; Costa Rica, \$17; Cuba, \$103; Danish West Indies, \$259; Dutch Guiana, \$144; Dutch West Indies, \$142; Ecuador, \$96; England, \$64,297; France, \$35,667; French West Indies, \$50; Jamaica, \$1,634; Panama, \$352; Peru, \$24; Portuguese Africa, \$27; San Domingo, \$134; Scotland, \$11,205; Spanish Africa, \$9,504; Strait Settlements, \$351; Venezuela, \$2,236.

OTHER MEAT PRODUCTS (Value).—Barbados, \$885; Bermuda, \$226; British Guiana, \$2,591; British West Indies, \$429; Chile, \$203; Cuba, \$760; Danish West Indies, \$50; Dutch West Indies, \$39; England, \$17,750; France, \$5,352; French West Indies, \$43; Jamaica, \$89; Panama, \$800; Peru, \$126; San Domingo, \$356; Spain, \$953; Spanish Africa, \$10,012; Trinidad, Island of, \$2,126; Venezuela, \$197.

#### EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported to The National Provisioner up to February 14, 1917:

BUTTER.—Bermuda, 15,286 lbs.; British Guiana, 7,900 lbs.; British West Indies, 5,097 lbs.; Colombia, 185 lbs.; Costa Rica, 400 lbs.; Cuba, 1,893 lbs.; Danish West Indies, 1,560 lbs.; Dutch Guiana, 540 lbs.; Dutch West Indies, 330 lbs.; French West Indies, 1,500 lbs.; Jamaica, 939 lbs.; Panama, 5,655 lbs.; Peru, 158 lbs.; Portuguese Africa, 122 lbs.; San Domingo, 1,484 lbs.; Venezuela, 2,260 lbs.

EGGS.—Bermuda, 5,160 doz.

CHEESE.—Bermuda, 3,035 lbs.; British Guiana, 1,037 lbs.; British South Africa, 4,800 lbs.; British West Indies, 2,737 lbs.; Canary Islands, 525 lbs.; Colombia, 392 lbs.; Cuba, 5,243 lbs.; Danish West Indies, 2,415 lbs.; Dutch Guiana, 387 lbs.; England, 162,543 lbs.; French West Indies, 196 lbs.; Jamaica, 756 lbs.; Panama, 211 lbs.; Peru, 2,336 lbs.; Portuguese Africa, 75 lbs.; Salvador, 75 lbs.; San Domingo, 1,717 lbs.; Scotland, 20,069 lbs.; Spain, 18,265 lbs.; Trinidad, Island of, 473 lbs.; Venezuela, 317 lbs.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Feb. 10, 1917, with comparisons:

To—	PORK. BBLs.		
	Week ending Feb. 10, 1917.	Week ending Feb. 12, 1916.	From Nov. 1, '16, to Feb. 10, 1917.
United Kingdom...	241	241	2,852
Continent .....	109	109	1,741
So. & Cen. Am. ....	423	421	4,995
West Indies .....	1,061	1,109	13,573
Br. No. Am. Col. ....	36	239	2,391
Other countries....	55	.....	231
Total .....	2,185	2,229	24,983

MEATS. LBS.			
United Kingdom...	3,136,600	16,503,682	179,423,600
Continent .....	1,444,500	700,875	85,085,062
So. & Cen. Am. ....	25,029	19,043	739,103
West Indies .....	19,038	138,863	3,136,956
Br. No. Am. Col. ....	1,520	22,611	177,125
Other countries....	37,341	4,117	291,629
Total .....	4,664,028	17,389,191	268,856,475

LARD. LBS.			
United Kingdom...	2,180,050	8,073,450	43,567,716
Continent .....	403,720	1,895,926	86,936,738
So. & Cen. Am. ....	684,032	800,000	9,281,885
West Indies .....	204,357	425,452	6,338,940
Br. No. Am. Col. ....	.....	58,535	96,993
Other countries....	3,875	.....	437,622
Total .....	3,476,034	11,253,663	146,959,903

#### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	444	4,664,028	2,724,034
Boston .....	36	.....	.....
New Orleans.....	1,705	.....	732,000
Total week .....	2,185	4,664,028	3,476,034
Previous week .....	2,068	11,856,411	6,718,423
Two weeks ago....	1,892	24,336,159	20,752,070
Cor. week last yr ..	2,217	17,389,191	11,253,623

#### COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '16, Same time to Feb. 10, '17, last year.			Changes.
Pork, lbs. ....	4,996,600	5,187,200	Dec. 3,190,600
Meats, lbs. ....	268,856,575	245,492,050	Inc. 23,364,516
Lard, lbs. ....	146,959,903	145,933,136	Inc. 1,024,767

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, February 8, 1917, as shown by A. L. Russell's report are as follows:

Steamer and Destination.	Oil.		Cottonseed.		Bacon and		Tallow.	Beef.	Pork.	Lard.
	Cake.	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.				
Adriatic, Liverpool.....	.....	.....	.....	.....	2534	.....	.....	.....	1053	2500
Carmania, Liverpool.....	.....	.....	.....	.....	2948	.....	.....	.....	1947	213
Cavour, Manchester.....	.....	.....	.....	.....	210	.....	.....	.....	75	1300
Exeter City, Bristol.....	.....	.....	.....	.....	878	.....	.....	.....	.....	1000
Crown of Cordovia, Glasgow .....	.....	.....	.....	.....	621	.....	.....	.....	150	200
Soestdyke, Glasgow .....	.....	.....	1074	.....	.....	.....	.....	.....	.....	.....
Zinderdyk, Glasgow .....	.....	.....	996	.....	.....	.....	.....	.....	.....	.....
Dardanus, Amsterdam .....	33000	.....	.....	.....	.....	.....	.....	.....	.....	.....
Norman Pratt, Bordeaux .....	.....	.....	.....	.....	2400	.....	.....	.....	.....	.....
Rochambeau, Bordeaux .....	.....	.....	.....	.....	200	.....	.....	.....	50	1240
Total .....	35070	.....	.....	.....	9791	.....	.....	.....	3275	6453



# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—The market is being held quite steady on the basis of 12c. for City Special loose. Western advices are also of fairly steady markets. Handlers of tallow say that there are no important accumulations at any point and to this the underlying steadiness must be attributed. Political conditions are still being followed as closely as possible, but there is certainly a marked divergence of opinion as to the probable effect of war involving the United States and Germany. It is pointed out that the glycerine market is firmer, running from 53 to 55c., according to grade, and those who are well informed on glycerine say that there is an elegant export outlook but holders are not anxious to sell, anticipating considerable buying for the American government.

Foreign tallow markets, particularly at English centers, are strong on account of the shipping conditions and reduced supplies. At London there were sales of 716 casks the past week, which represented all of the offerings. The prices were 2s. 6 d. over those of the previous week. Prime city tallow in the local market is quoted at 11½c. nom., and city specials at 12c. loose.

**OLEOSTEARINE.**—The market has been somewhat steadier after the cleaning up of the offerings on the basis of 12½c. Recent business has been at about 13c. and that price was bid the latter part of the week.

**OLEO OIL.**—The market is weak and lower on the export situation. The impossibility of shipping makes a congested condition and prices are heavy in consequence. Extras are quoted at 19½@20c., nom., and medium at 17¾@18½c., nom.

SEE PAGE 29 FOR LATER MARKETS.

**PEANUT OIL.**—The market has been very quiet but firm. The supplies are moderate and have been readily distributed. Prices are quoted at \$1.00@1.05.

**PALM OIL.**—The position of all foreign oils is very firm. Stocks are small and the trade is uncertain over further supplies. Prime red, spot, 13½c., Lagos, spot, 13¾@14½c., to arrive, —; palm kernel, 15¼@15½c.

**CORN OIL.**—The market is quiet but firm. Demand is quite steady and supplies are light. Prices at 11½@12c.

**SOYA BEAN OIL.**—The market is firm but quiet. The traffic conditions from the far west are serious, and offerings are small. Imports have not been heavy and supplies are believed to be moderate. Spot is quoted at 11¼@12½c., nom.

**NEATSFOOT OIL.**—The market is firm but quiet. Prices are quoted 20 cold test, \$1.20@1.30; 30, \$1.15@1.20, and prime, \$1.00@1.10.

**COCOANUT OIL.**—The supplies on hand are light and offerings for shipment are small. The position as to further supplies is maintained and sellers are not pressing stocks. Ceylon, 15@15½c.; Cochin, 19@20c.

**GREASE.**—The market is very firm for all grades. The further advance in tallow and the good demand for fats has brought a further advance in greases with the tone firm. Yellow, 10½@10¾c. nom.; bone, 10@10½c., nom.; house, 10½@10¾c.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totaled nothing, compared to nothing last week, and nothing two weeks ago.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to February 15, 1917, show that exports from that country were as follows: To England, 87,754 quarters; to the Continent, 105,790 quarters; to the United States, none. The previous week's exports were as follows: To England, 24,115 quarters; to the Continent, none; to the United States, none.

### IMPORTS OF FRESH BEEF.

For the week ending February 10, 1917, the Government reports imports of fresh beef at the port of New York amounting to — pounds, the average value, according to estimates from the manifests, being — cents per pound. The previous week's imports totaled — pounds, and averaged — cents per pound.

### OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver- pool.	Glas- gow.	Rotter- dam.	Copen- hagen.
Beef, tierces	\$3.00	\$3.00	300c.	275c.
Pork, barrels	3.00	3.00	300c.	275c.
Bacon	3.00	3.00	300c.	275c.
Canned meats	3.00	3.00	300c.	275c.
Lard, tierces	3.00	3.00	300c.	275c.
Tallow	3.00	3.00	300c.	275c.
Cottonseed oil	3.00	3.75	300c.	275c.
Oil Cake	...	...	200c.	175c.
Butter	3.00	3.00	350c.	300c.

No rates to Hamburg.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, February 15, 1917.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

**Regular Hams.**—Green, 8@10 lbs. ave., 18¼c.; 10@12 lbs. ave., 18¼c.; 12@14 lbs. ave., 18¼c.; 14@16 lbs. ave., 18½c.; 16@18 lbs. ave., 18¾c.; 18@20 lbs. ave., 19c. Sweet pickled, 8@10 lbs. ave., 17¾c.; 10@12 lbs. ave., 17¾c.; 12@14 lbs. ave., 18c.; 14@16 lbs. ave., 18¼c.; 16@18 lbs. ave., 18½c.; 18@20 lbs. ave., 18¾c.

**Skinned Hams.**—Green, 14@16 lbs. ave., 19½c.; 16@18 lbs. ave., 19½c.; 18@20 lbs. ave., 19½c.; 20@22 lbs. ave., 19½c.; 22@24 lbs. ave., 19c. Sweet pickled, 14@16 lbs. ave., 19¼c.; 16@18 lbs. ave., 19¼c.; 18@20 lbs. ave., 19¼c.; 20@22 lbs. ave., 19¼c.; 22@24 lbs. ave., 18¾c.

**Picnic Hams.**—Green, 4@6 lbs. ave., 14¼c.; 6@8 lbs. ave., 14¼c.; 8@10 lbs. ave., 14¼c.; 10@12 lbs. ave., 14¼c. Sweet pickled, 4@6 lbs. ave., 13¾c.; 6@8 lbs. ave., 13¾c.; 8@10 lbs. ave., 13¾c.; 10@12 lbs. ave., 13¾c.

**Clear Bellies.**—Green, 6@8 lbs. ave., 19¼c.; 8@10 lbs. ave., 18¾c.; 10@12 lbs. ave., 18¼c.; 12@14 lbs. ave., 18c.; 14@16 lbs. ave., 18c. Sweet pickled, 6@8 lbs. ave., 18¾c.; 8@10 lbs. ave., 18¾c.; 10@12 lbs. ave., 18c.; 12@14 lbs. ave., 17½c.; 14@16 lbs. ave., 17½c.

### PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, February 15, 1917.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 23@24c.; green hams, 8@10 lbs. ave., 22c.; 10@12 lbs. ave., 22c.; 12@14 lbs. ave., 20c.; 18@20 lbs. ave., 20c.; green clear bellies, 6@10 lbs. ave., 19c.; 10@12 lbs. ave., 18½c.; 12@14 lbs. ave., 17½c.; green rib bellies, 10@12 lbs. ave., 17½c.; 12@14 lbs. ave., 17½c.; S. P. clear bellies, 6@8 lbs. ave., 17½c.; 8@10 lbs. ave., 18c.; 10@12 lbs. ave., 17½c.; 12@14 lbs. ave., 16½c.; S. P. rib bellies, 10@12 lbs. ave., 17½c.; 12@14 lbs. ave., 17c.; S. P. hams, 8@10 lbs. ave., 19c.; 10@12 lbs. ave., 18½c.; 18@20 lbs. ave., 20c.; city steam lard, 16¾@16¾c.; city dressed hogs, 16¾c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 19@20c.; 10@12 lbs. ave., 18@19c.; 12@14 lbs. ave., 17@18c.; 14@16 lbs. ave., 16@17c.; skinned shoulders, 16@16½c.; boneless butts, 18@19c.; Boston butts, 17@17½c.; spareribs, 12c.; neck ribs, 3@4c.; lean trimmings, 17@17½c.; regular trimmings, 14½@15c.; kidneys, 7c.; tails, 7@8c.; livers, 3c.; snouts, 6½@7c.; pig tongues, 15½c.

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GREASE

STEARINE

## COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending February 15, 1917, and for the period since September 1, 1916, were:

	Week ending Feb. 15, 1917.	Since Sept. 1, 1916.
<b>From New York—</b>	<b>Bbls.</b>	<b>Bbls.</b>
Africa .....	—	937
Argentina .....	38	1,302
Australia .....	—	173
Bolivia .....	—	44
Brazil .....	—	722
British Guiana .....	5	216
Central America .....	8	455
Chile .....	—	787
Cuba .....	276	7,304
Denmark .....	50	5,464
Dutch Guiana .....	98	619
Ecuador .....	—	16
England .....	257	3,356
France .....	—	2,815
French Guiana .....	—	508
Haiti .....	1	95
Italy .....	—	700
Mexico .....	5	303
Netherlands .....	—	39,412
Newfoundland .....	—	475
Norway .....	—	10,265
Panama .....	63	1,200
Peru .....	—	2
San Domingo .....	2	1,347
Scotland .....	—	500
South America, other .....	—	1,495
Sweden .....	—	11,100
Turkey in Asia .....	—	96
Uruguay .....	2	1,169
Venezuela .....	—	13
West Indies, other .....	391	4,479
<b>Total .....</b>	<b>1,196</b>	<b>97,309</b>
<b>From New Orleans—</b>		
Cuba .....	100	1,404
Mexico .....	—	935
Norway .....	—	13,350
Panama .....	—	760
West Indies .....	—	9
<b>Total .....</b>	<b>100</b>	<b>16,458</b>
<b>From Philadelphia—</b>		
Argentina .....	—	47
Netherlands .....	—	5,847
Scotland .....	—	442
<b>Total .....</b>	<b>—</b>	<b>6,336</b>
<b>From Savannah—</b>		
Netherlands .....	—	1,648
<b>Total .....</b>	<b>—</b>	<b>1,648</b>
<b>From Michigan—</b>		
Canada .....	—	21,103
<b>Total .....</b>	<b>—</b>	<b>21,103</b>
<b>From Buffalo—</b>		
Canada .....	—	477
<b>Total .....</b>	<b>—</b>	<b>477</b>
<b>From St. Lawrence—</b>		
Canada .....	—	647
<b>Total .....</b>	<b>—</b>	<b>647</b>
<b>From Dakota—</b>		
Canada .....	—	1,709
<b>Total .....</b>	<b>—</b>	<b>1,709</b>
<b>From Vermont—</b>		
Canada .....	—	9
<b>Total .....</b>	<b>—</b>	<b>9</b>
<b>From other ports—</b>		
Mexico .....	—	7
<b>Total .....</b>	<b>—</b>	<b>7</b>

	Week ending Feb. 15, 1917.	Since Sept. 1, 1916.	Same period, 1915.
<b>Recapitulation—</b>	<b>Bbls.</b>	<b>Bbls.</b>	<b>Bbls.</b>
From New York .....	1,196	97,309	208,091
From New Orleans .....	100	16,458	64,894
From Galveston .....	—	—	2,074
From Baltimore .....	—	—	463
From Philadelphia .....	—	6,336	327
From Savannah .....	—	1,648	—
From Norfolk and Newport News .....	—	—	2,683
From Boston .....	—	—	2
From San Francisco .....	—	—	217
From Mobile .....	—	—	3,440
From Michigan .....	—	21,103	32,982
From Buffalo .....	—	477	7,411
From St. Lawrence .....	—	647	3,064
From Dakota .....	—	1,709	2,030
From Vermont .....	—	9	28
From other ports .....	—	7	—
<b>Total .....</b>	<b>1,296</b>	<b>145,703</b>	<b>327,706</b>

## SOUTHERN MARKETS

## Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., February 15, 1917.—Crude cottonseed oil, 82½¢ bid; none selling. Meal market weaker. Hulls well sold up; mills asking \$17 per ton.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., February 15, 1917.—Prime crude cottonseed oil, 82½¢; not much trading. Prime 7½ per cent. meal dull at \$36@36.25. Prime hulls, \$16.50@17, loose; \$18@18.50, sacked.

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., February 15, 1917.—Prime crude cottonseed oil easier at 80¢. for immediate or prompt tanks; 81¢. for March. Texas offerings light. Prime meal, 8 per cent., lower at \$39.50; 7½ per cent., \$38; 7 per cent., \$36 per short ton. here. Hulls steady at \$16.75 loose, \$19.75 sacked, here.

## Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., February 15, 1917.—Prime crude cottonseed oil, 80¢. for February, 81¢. for March. Prime summer yellow nominally 85¢. No quotations on prime loose cake, f. o. b. Galveston.

## FOREIGN COMMERCIAL EXCHANGE.

New York, February 15.—Foreign commercial exchange rates, as far as quoted, are:

<b>London—</b>	
Bankers' 60 days .....	4.71%
Cable transfers .....	4.76%
Demand sterling .....	4.75% @ 4.75½
Commercial bills, sight .....	4.75
Commercial, 60 days .....	4.70%
Commercial, 90 days .....	4.68%
<b>Paris—</b>	
Commercial, 90 days .....	No quotations.
Commercial, 60 days .....	5.90½
Commercial, sight .....	5.86
Bankers' cables .....	5.83%
Bankers' checks .....	5.84%
<b>Berlin—</b>	
Commercial, sight .....	No quotations.
Bankers' sight .....	67%
Bankers' cables .....	68
<b>Antwerp—</b>	
Commercial, 60 days .....	No quotations.
Bankers' sight .....	No quotations.
Bankers' cables .....	No quotations.
<b>Amsterdam—</b>	
Commercial, sight .....	40½
Commercial, 60 days .....	40½
Bankers' sight .....	40½
<b>Copenhagen—</b>	
Checks .....	27.35

## INTERSTATE RULES MEETING.

Secretary Robert Gibson of the Inter-State Cotton Seed Crushers' Association has issued the following notice concerning rules revision:

Dallas, Tex., February 12, 1917.

To the Members of the Inter-State Cotton Seed Crushers' Association:

I beg to give you official notice that a meeting of the Rules Committee has been called at the Gayoso Hotel, Memphis, Tenn., March 26, 1917.

Fielding Wallace, chairman of the Rules Committee, has requested me to advise the members of the association that it will be in order for them to send to him, care of Planters Cotton Oil Company, Augusta, Ga., not later than March 16, twelve copies of each suggestion of change or amendment in the Rules you may desire to make.

Chairman Wallace will then furnish each member of the Rules Committee a copy of these recommendations, before the proposed meeting on the 26th of March, thereby giving the members of the committee ample time to study said suggested changes and amendments to the rules, and be prepared to discuss them at the meeting on the 26th.

I consider this a very important suggestion, and I trust you will give the matter your very serious and careful consideration. If any changes or amendments in the rules have been suggested to you during the season's operation, which you think would improve and clarify our rules, please immediately write out your recommendation and, as requested, send twelve copies to Mr. Wallace, at Augusta, by March 16. I shall be obliged if you will also at the same time forward one copy to me here.

It is, of course, desired that any of you who can do so will be present at the meeting in Memphis on March 26, and discuss with the committee the further perfecting of our rules. However, even though you expect to personally attend the meeting, please do not fail to send your written suggestions to Chairman Wallace as outlined above, so that the members of the committee may have ample time to study such recommendations and be prepared to discuss them at the meeting.

Very truly yours,

ROBERT GIBSON, Sec. and Treas.

## GEORGIA CRUSHERS' TRADING RULES.

Chairman Hutchinson of the Rules Committee of the Georgia Cotton Seed Crushers' Association has sent the following notice to members:

Macon, Ga., February 13, 1917.

To all members of the Cotton Seed Crushers' Association of Georgia:

I doubt not some of the members have, during the current operating season, discovered features of the rules which in their opinion should be amended, and probably some have in mind certain additions.

It is the purpose of the writer to call a meeting of the Rules Committee in the near future, for the purpose of giving consideration to all suggestions of the members. It is decided to call the meeting at this early date in order that all matters brought before the committee may receive most careful consideration before the annual meeting of the association.

Please, therefore, write me promptly. If you have no suggestions, please write to that effect, in order that I may know this communication reached you.

Yours very truly,  
W. M. HUTCHINSON,  
Chairman Rules Committee.

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Market Irregular—March Position Attracts More Attention—Crude Oil Quiet and Steady—Shipping Situation Somewhat Improved—Speculation Still Quiet—Political Developments Being Awaited.**

Another week has passed without much feature developing in the cotton oil situation. The political affairs of the country are regarded as too strained to warrant any material buying or selling of cotton oil except where necessary and in the way of hedges, and as far as can be learned even hedging operations are of small proportions. The comparatively lighter trade in the New York contract market certainly does not indicate important dealings, and the correspondingly small price changes warrant a similar deduction.

Increased attention is given to the March delivery at New York which is being traded in rather freely at times at a substantial premium over other deliveries. There has been talk of probable deliveries on March contracts at New York of 25,000 barrels, but conservatives do not expect such large tenders. For the past several months the deliveries in the New York market have been small, even though some of the months ruled at good sized premiums. Of course these pre-

miums could not be held indefinitely if supplies are pressing for sale which condition would render the New York market the most profitable outlet.

This last statement could hardly be consistent with present conditions inasmuch as the crude oil markets are quite steady at around 11 cents a pound in the southeast. Whether maintenance of crude oil prices at present is causing accumulations of crude oil and will work against future prices remains to be seen. Considering the scarcity of tank cars and the railroad congestion, also the higher shipping costs via coastwise steamers, there has been less evidence of selling pressure at crude oil centers than has been counted on. Incidentally these higher costs and the greater difficulties in moving crude oil have led refiners to declare that the differential under present conditions between New York and southern markets should be about 150 points as against 120 points figured on previously when cotton oil prices were under the 10 cent level, rather than over the 10 cent basis and when shipping was normal.

This 150 point differential naturally concerns the March position at New York. The opinion still prevails that soap makers will take in a fair amount of oil when deliveries are made on New York contracts. The en-

tire March position is a matter of opinion, and as far as can be learned refiners are on both sides of the month, while speculative interest has been reduced through short covering and liquidation.

General speculative trade is of small proportions. There has been little in the way of news to stimulate operations. Many are still awaiting the passing of the crisis with Germany, and in the meantime the belief prevails that war with Germany will mean higher prices for various food stuffs in the United States. If the government should take steps to place an embargo on food stuff exports from the United States, there would obviously be less chance for a rise in prices.

The shipping situation is viewed as more favorable. Belgium interests have given instructions on their products that were bought in the United States and shipments will proceed to Belgium. Likewise it is announced that sailings of Dutch steamers have been renewed. Recently some cotton oil that had been sold to Holland had been withheld from shipment so that this is now expected to go forward, and perhaps some fresh business with Europe will develop. The export cotton oil situation since the beginning of the season has naturally been unsatisfactory, however, and there were hopes of a sharp and con-

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tinued revival of business to make up for the lull of the past several months. Very few believe, however, that the exports of cotton oil will pick up impressively, even if safe shipping lanes are established from the United States to neutral countries of Europe, but such a procedure should conduce to lower shipping costs.

Closing prices, Saturday, February 10, 1917.—Spot, \$12.65; February, \$12.74@13; March, \$12.65@12.67; April, \$12.28@12.32; May, \$12.22@12.24; June, \$12.21@12.22; July, \$12.21@12.22; August, \$12.20@12.22; September, \$12.12@12.14. Sales were: P. Crude, S. E., 10.93, nom. February, 400, \$12.75; March, 2,300, \$12.65@12.66; May, 1,500, \$12.25@12.21; June, 100, \$12.23; July, 1,400, \$12.23@12.19; August, 300, \$12.20@12.19; September, 500, \$12.11@12.09. Total sales, 6,500 bbls.

Closing prices, Monday, February 12, 1917.—Holiday.

Closing prices, Tuesday, February 13, 1917.—Spot, \$12.70; February, \$12.70@13.50; March, \$12.67@12.70; April, \$12.33@12.36; May, \$12.27@12.28; June, \$12.26@12.28; July, \$12.26@12.28; August, \$12.25@12.27; September, \$12.17@12.25. Sales were: P. Crude, S. E., 11.00, nom. February, 400, \$12.85; March, 5,400, \$12.71@12.65; May, 4,600, \$12.30@12.25; June, 100, \$12.23; July, 2,400, \$12.25@12.22; September, 100, \$12.12. Total sales, 12,700 bbls.

Closing prices, Wednesday, February 14, 1917.—Spot, \$12.60; February, \$12.65@12.70; March, \$12.60@12.61; April, \$12.28@12.33; May, \$12.29@12.30; June, \$12.27@12.30; July, \$12.26@12.30; August, \$12.24@12.25; September, \$12.15@12.17. Sales were: February, 700, \$12.89@12.70; March, 8,900, \$12.65@12.56; May, 7,700, \$12.30@12.20; July, 700, \$12.23@12.16; August, 200, \$12.25@12.21; September, 500, \$12.17@12.08. P. Crude, S. E., 11.00, nom. Total sales, 18,700 bbls.

Closing prices, Thursday, February 15, 1917.—Spot, \$12.50; February, \$12.50@12.60; March, \$12.53@12.54; April, \$12.21@12.32; May, \$12.22@12.23; June, \$12.20@12.25; July, \$12.21@12.22; August, \$12.18@12.20; September, \$12.09@12.15. Sales were: March, 2,700, \$12.60@12.52; May, 3,800, \$12.28@12.22; July, 3,500, \$12.27@12.20; September, 100, \$12.12. Crude, S. E., 11.00, nom. Total sales, 10,100.

SEE PAGE 29 FOR LATER MARKETS.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, February 16.—Quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 4¼@4½ per lb.; 60 per cent. caustic soda, 4¼c. per lb.; 98 per cent. powdered caustic soda, 4¼@4½c. per lb.; 48 per cent. bicarbonate of soda, 3c. per lb.; talc, 1½@1¾c. per lb.; 58 per cent. soda ash, 3@3¼c. per lb.; chloride of lime in bbls., 5½@6c. per lb.; chloride of lime in casks, — per lb.; silex, 2,000 lbs., \$15@20 per ton.

Prime palm oil, 13½c. per lb.; clarified palm oil, 15c. per lb.; genuine Lagos palm oil in casks, 14c. per lb.; palm kernel oil, 15@16c. per lb.; yellow olive oil, \$1.45@1.50 per gal.; green olive oil, \$1.30 per gal.; Ceylon coconut oil, 15@15½c. per lb.; Cochin coconut oil, 19@20c. per lb.; green olive oil foots, 11½@12c. per lb.; cottonseed oil, \$1.05 per gal.; soya bean oil, 12@12¼c. per lb.; corn oil, — per lb.; peanut oil, soapmakers, 5 per cent. acidity, \$1@1.11 per gal.

Prime city special tallow, 12c. per lb.; brown grease, — per lb.; yellow packers' grease, 10¼c. per lb.; dynamite glycerine, 51@53c. per lb.; saponified glycerine, 40c. per lb.; crude soap lye glycerine, 36½c. per lb.; chemically pure glycerine, 53@56c. per lb.

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### Expert Cotton Seed Products Chemists

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## PRESENT AND FUTURE LAND VALUES IN SOUTH

### Will Be Country's Most Productive Area for the Future

By J. M. Purdom, Jr., B. S. A.

(EDITOR'S NOTE.—In a recent issue of The National Provisioner there appeared an exhaustive discussion of the possibilities of the South as a source of meat production, by President A. M. Soule, of the Georgia College of Agriculture, the leading authority on that subject. Georgia appears to be the leader in productive development in the South in a practical way, and the following article by a Georgian on the land phase of the question will be of interest.)

As is well known, the price of any commodity is fixed by the available supply and the demand for such commodity. In the South, as was the case a short time ago in the West, the available supply of land is greater than the present demand. Though lands in the South are increasing very rapidly in value, land values are still, comparatively speaking, very low, for the reason that their productive value has not been generally appreciated throughout the other sections of our country.

An unfortunate series of circumstances in the development of our country is responsible for this situation. In the days of slavery the production of cotton in the South was very profitable. The natural result of conditions at that time was that there should be large plantations, worked by large gangs of slave labor, for the production of cotton.

At this period it seems slave labor served the purpose in the South, which improved machinery served in other sections, and while in all other sections great progress was registered in the improvement of agricultural machinery and methods, the South's primitive methods and tools remained largely the same.

During the Nineteenth Century the great floods of immigrants to this country refused to settle in sections where they had to compete with slave labor, and experience more or less of the social degradation attending individual labor. As a result, the fertile lands and splendid climate of the South were avoided, and the settlers went to the West.

After the Civil war, and the emancipation of the slaves in the sixties, the plantation owners of the South were bankrupt. The South

was without financial resources. The negro labor was shiftless, irresponsible, lazy and ignorant. It is impossible to describe the tremendous odds which the South has had to overcome in her agricultural development.

The first step in this development was the breaking up of the large plantations, and the cultivation of the land in small units with negro tenants. With a low class of labor, the deadly one-crop habit became fastened upon the South. One-crop farming, wherever it has obtained a hold, has ultimately resulted in poverty, ignorance and want. The South fell a prey to this deadly habit—and raised cotton exclusively.

#### Immigration Since the War.

Contemporaneously with the agricultural development of the West, the great manufacturing industries of the East and North were developed. Since the war immigration has been almost exclusively through the Northern ports, and these industries, together with the great trunk lines from the North to the West, and the vast areas of cheap and free land in the West, have continuously diverted settlement from the South.

Free lands and cheap lands in the West have practically disappeared. It is in the South today where are the lands to which the excess population of the North and East and West must move. And, it may be stated here, these lands possess the greatest potential possibilities of any lands in the Nation.

Prices being fixed by the inexorable law of supply and demand, today very valuable agricultural land in the South can be bought at prices far below its productive value. In a very few years, it is probable, these lands will be difficult to obtain at any price.

#### The South's Agricultural Development.

We are now in the second stage of the South's agricultural development. This is the

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Boreas, Prime Winter Yellow  
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Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

stage marked by the dissemination of agricultural education, by the introduction of improved farm implements, by the diversification of crops, and the application of the science of crop adaptation in the South.

There is today, unprecedented attention being given to agricultural development, both on the part of Federal and State and County agencies, also by farmers, bankers, business

men and all of the various organs of the public press.

In this connection, we will mention one lesson which may be drawn from the present war in Europe: In the last analysis, it is Germany's highly-developed agricultural resources which have enabled her to wage her present war. Two years of stringent blockade has not starved her out. We take it that the present policy of our Nation to encourage and foster agricultural development is a policy which will remain permanent regardless of party affiliation.

As a result of this policy, there are three laws, only recently enacted: (1) Smith-Lever Farm Demonstration Law. (2) Rural Credits Law, and (3) Federal Good Roads Law.

### Farm Demonstration Work.

Under the Farm Demonstration Law, county agents, cooperatively employed by the States and counties and by the U. S. Department of Agriculture, are placed in each county which desires this service. These agents, both men and women, bring to the individual farmers the best information obtainable regarding farm practices and methods, and home management.

In the South the demand for these agents has been so great that it is frequently impossible to supply agents to counties desiring them, and such counties often have to wait for some time after they have raised their part of the money for the salary, and are ready for a county agent, because the demand for suitable, trained agriculturists is at present greater than the supply. This gives some indication of the attitude of the South as regards progress in agricultural matters.

Under the Rural Credits Law it will be possible for individual farmers to secure capital for productive purposes on long term loans and most favorable interest rates. This will

help the South more than other sections of the country, because the lack of capital has been a more serious handicap to agricultural development in the South than in other sections.

The Federal Good Roads Law will be a great factor in making possible a uniform system of good roads, for which a strong sentiment and desire has crystallized in all parts of the country. More good roads have been built in all parts of the South during the past five years than ever before in the history of the country, and it is an assured fact that the next five years will witness greatly augmented road building accomplishments.

Rural free delivery and Parcel Post service have greatly benefited all farmers. A large proportion of the farmers in the South now own automobiles.

### What May We Expect?

There can be but one conclusion arrived at from a careful consideration of this situation. As the farming class is educated as to better and more profitable systems of farming and farm management, and the conditions under which they work and live are improved, agricultural life will be lifted to a higher and more satisfactory plane of living, and the value of all agricultural property will be greatly enhanced.

After a careful study of reported conditions in all parts of the country, it is our candid judgment that the South will benefit more than any other section. We believe that we are on the eve of a period of agricultural activity and development in the South, the like of which has not occurred in our nation.

The Smith-Lever Bill has been given a good demonstration in Georgia, in which State the writer was raised and educated. In May, 1915, there were in Georgia alone 115 county agents, 73 men and 42 women. The farms in the State of Georgia which cooperated with

### Cottonseed Products Associations.

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Secretary-Treasurer, Robt. Gibson, Dallas, Texas.

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Secretary, P. F. Cleaver, Arkadelphia.  
Treasurer, Alfred Kahn, Little Rock.

#### GEORGIA COTTON SEED CRUSHERS' ASSOCIATION.

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Vice-President, W. M. Hutchinson, Macon.  
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Oils Hardened to Order

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CINCINNATI, OHIO, U. S. A.

these agents, and followed their instructions, made average yields per acre as follows: 40.1 bu. corn, 1,315 lbs. seed cotton, 52 bu. oats.

During the same year, the average production per acre of all the farms in the State was as follows: 14.0 bu. corn, 236 lbs. lint cotton, 20 bu. oats; 236 lbs. lint cotton is equivalent to 708 lbs. seed cotton.

The figures given above, obtained in so short a time, must not be taken to represent the extent to which improvement is possible. The yields of corn obtained in the South by boys in the corn clubs have never been equalled, and can never hope to be equalled by the corn club boys of the North or West.

Last year in the South more attention was given to the saving and use of barnyard manure than ever before, to better cultivation, and to proper rotation of crops. Efficiency in these practices cannot be obtained in a year, and the good results from them are not at all

demonstrated in a season. But as the practices are continued, and the good effects become accumulative, yields will be increased regardless of the supply of commercial fertilizers, and the cost of production is certain to be lowered.

On April 15, 1916, the U. S. Department of Agriculture issued figures regarding the estimated value per acre of farm lands. It summarizes this report as follows: "The percentage increases in value of farm lands in the past year by sections of the United States are: . . . . . South Atlantic States 19 per cent. . . . . entire United States, 11.5 per cent."

In arriving at these figures the Government found the average value of all farm lands, without improvements, in the South Atlantic States to be \$20 per acre, and with improvements, \$33.06 per acre; i. e., at the beginning of the year 1915. It is not out of place to

state that where investigations and purchases are carefully made, it is possible to obtain first-class agricultural land in the South at prices under these.

However, supply and demand regulate price, and unless we are greatly mistaken, a few years hence will mark the end of low-priced lands in the South.

#### LINT COTTON IN EXPLOSIVES.

During the three months ending December 31, 1916, there were 81,007,539 pounds of bleached cotton fiber, including linters and hull fiber, consumed in the United States in the manufacture of gun cotton and explosives of all kinds. This quantity was equivalent to 162,015 bales of 500 pounds each and compares with 133,982 bales, 142,725 bales, and 144,988 bales for the quarters ending September 30, June 30, and March 31, respectively. There were 583,710 bales of bleached cotton fiber consumed in the manufacture of explosives during 1916 and 244,003 bales during 1915. The quantity of bleached cotton fiber held in establishments engaged in this manufacture on December 31 amounted to 9,876,772 pounds, equivalent to 19,754 bales.

The loss in preparing linters and hull fiber from the wrapped and iron-bound bale to the purified material, as used in nitration, is from 30 to 40 per cent., depending on the condition of the raw fiber, some stock being quite clean and some very trashy. Based on an average loss of 35 per cent., the gross weight of unbleached cotton fiber used in the manufacture of explosives during the three months ending December 31 was 249,254 equivalent 500-pound bales, and during 1916, 898,015 bales.

Cotton fiber (bleached) consumed in the manufacture of explosives:

Calendar year—	Consumed.	Equivalent 500-lb. bales (net weight).
		On hand at end of period.
1916.....	583,710	19,754
1915.....	244,003	30,483
Quarter ending—		
December 31, 1916.....	162,015	19,754
September 30, 1916.....	133,982	24,686
June 30, 1916.....	142,725	22,895
March 31, 1916.....	144,988	19,933

#### SOAP COMBINATION IN ENGLAND.

It is reported from London that a \$3,000,000 limited liability corporation has recently been chartered in England to carry on the business of soap and candle makers, seed crushers, margarine manufacturers and dealers, manufacturers, refiners, preparers, treaters and hardeners of and dealers in oil seeds, oil, fat, tallow, glycerine, cattle food and oleaginous, fatty or saponaceous substances, and all kinds of unguents and ingredients of soap, candles, margarine and similar substances.

The corporation, which is to be known as the China Soap and Candle Company, Ltd., is to adopt an agreement with Joseph Crosfield & Sons, Ltd.; William Gossage & Sons, Ltd.; Price's Patent Candle Company, Ltd., and Price's (China), Ltd. The signatories (each with one share) are: Hohnan Kingdon, Hill Crest, Frodsham, Ches., director of Joseph Crosfield Sons, Ltd.; Giles Hunt, Dingle Bank, Lymm, Ches., solicitor, director of Wm. Gossage & Sons, Ltd.; Chas. Radburn, Belmont Works, Battersea, S. W., general manager of Price's Patent Candle Company, Ltd., and Price's (China), Ltd.

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**Westinghouse Electric & Manufacturing Company**  
East Pittsburgh, Pa.



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, February 16.—Market steady; prime Western, \$17.10; Middle West, \$16.90 @17; city steam, 16½@17c. nom.; refined Continent, \$18; South American, \$18.25; Brazil, kegs, \$19.25; compound, 13½@14¼c. nom.

### Marseilles Oils.

Marseilles, February 16.—Copro fabrique, 196½ fr.; copra edible, — fr.; peanut fabrique, 195½ fr.; peanut edible, — fr.

### Liverpool Produce Market.

Liverpool, February 16.—(By Cable).—Beef, extra India mess, 210s.; pork, prime mess, 155s.; shoulders, square, 110s. 9d.; New York, 102s.; picnic, 91s.; hams, long, 119s.; American cut, 124s.; bacon, Cumberland cut, 123s.; long clear, 120s.; short back, 121s.; bellies, clear, 125s. Lard, spot prime, 117s.; American, refined, 28-lb. box, 126s.; May, 123s. Lard (Hamburg), nom. Tallow, prime city, 49s.; New York City special, not quoted. Cheese, Canadian finest white, new, 150s. Tallow, Austrian (at London), 54s. 6d.

## FRIDAY'S CLOSINGS.

### Provisions.

Trading was quiet with values a little lower on the liberal hog movement and lighter speculative demand.

### Tallow.

Prices are very steady with good demand. Offerings are well absorbed. Special loose quoted at 12c.

### Oleo Stearine.

Trade is light with the market showing a continued firm tone. Oleo quoted at 13@13¼c. asked.

### Cottonseed Oil.

The market showed an easier tone. Trading was fairly active, and with the lower lard market prices receded.

Market closed steady. Sales, 8,700 bbls. Spot oil, \$12.45 bid. Crude, Southeast, \$10.87 sales; Valley, \$10.80 nom.; Texas, \$10.53 nom. Closing quotations on futures: February \$12.40@12.70; March, \$12.45@12.49; April, \$12.18@12.20; May, \$12.18@12.20; June, \$12.16@12.22; July, \$12.16@12.18; August, \$12.15@12.17; September, \$12.06@12.10.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, February 16.—Hogs slow, 5c. lower. Bulk of prices, \$12.10@12.30; light, \$11.60@12.25; mixed, \$11.95@12.35; heavy, \$11.95@12.40; rough heavy, \$11.95@12.05; Yorkers, \$12.05@12.15; pigs, \$9.40@10.05; cattle, quiet and weak; beefs, \$7.85@12; cows and heifers, \$5.20@10.40; Western, \$7.85 @10.25. Calves, \$9.75@14; sheep, slow; lambs, \$12.40@14.75; Western, \$11.20@12; native, \$11@11.80; yearlings, \$12.15@13.75.

Omaha, February 16.—Hogs lower, at \$11.40@12.25.

Buffalo, February 16.—Hogs lower; on sale, 4,000, at \$12.75@12.90.

Kansas City, February 16.—Hogs slow, at \$11.20@12.35.

St. Joseph, February 16.—Hogs slow, at \$11.85@12.47.

Sioux City, February 16.—Hogs weak, at \$11.65@12.25.

Louisville, February 16.—Hogs lower, at \$11.35@12.40.

Indianapolis, February 16.—Hogs steady, at \$12.65@12.75.

St. Louis, February 16.—Hogs steady, at \$12.25@12.55.

## PACKERS' PURCHASES

Purchasers of livestock by packers at principal centers for the week ending Saturday, February 10, 1917, are reported as follows:

Chicago.	Cattle.	Hogs.	Sheep.
Armour & Co.	7,761	23,100	24,354
Swift & Co.	5,106	20,200	22,234
Wilson & Co.	4,057	11,700	7,155
Morris & Co.	4,718	10,400	6,613
G. H. Hammond Co.	2,624	10,500	...
Libby, McNeill & Libby	2,007	...	...
Anglo-Amer. Provision Co.	656	9,600	...
Boyd, Lunnham & Co.	5,000 hogs; Western Packing & Provision Co., 9,500 hogs; Miller & Hart, 2,800 hogs; Roberts & Oake, 3,800 hogs; Brennan Packing Co., 6,000 hogs; Independent Packing Co., 7,800 hogs; others, 15,800 hogs.	...	...

Kansas City.	Cattle.	Hogs.	Sheep.
Armour & Co.	4,711	11,380	6,519
Fowler Packing Co.	648	...	2,020
Wilson & Co.	4,012	7,317	3,034
Swift & Co.	5,556	7,491	4,925
Cudahy Packing Co.	2,739	5,194	3,210
Morris & Co.	3,694	7,763	3,686
Others	148	1,203	40

Omaha.	Cattle.	Hogs.	Sheep.
Morris & Co.	2,636	18,268	7,601
Swift & Co.	5,161	24,511	15,035
Cudahy Packing Co.	4,820	26,726	10,488
Armour & Co.	5,028	28,525	17,469
Swartz & Co.	...	8,033	...
J. D. Murphy.	...	20,142	...
Lincoln Packing Co.	90 cattle; South Omaha Packing Co., 71 cattle; John Morrell & Co., 65 cattle; Sinclair & Co., 13 cattle.	...	...

St. Louis.	Cattle.	Hogs.	Sheep.
Morris & Co.	4,198	2,668	1,269
Swift & Co.	4,443	6,012	999
Armour & Co.	5,794	6,174	1,350
East Side Packing Co.	108	2,153	...
St. Louis Dressed Beef Co.	1,493	...	...
Independent Packing Co.	180	...	...
Sartorius Provision Co.	...	80	...
Carondelet Packing Co.	...	427	...
American Packing Co.	...	908	...
Krey Packing Co.	...	369	...
J. H. Reiz Provision Co.	...	165	...

Sioux City.	Cattle.	Hogs.	Sheep.
Armour & Co.	2,432	17,442	...
Cudahy Packing Co.	1,378	21,462	...
Swift & Co.	...	10,398	...
Others	5,500	11,410	...
St. Louis Independent Packing Co.	608 hogs; Statter & Co., 61 cattle; Roberts & Oake, 592 hogs; St. Louis Independent Packing Co., 606 hogs; R. Hurni Packing Co., 150 cattle.	...	...

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending February 10, 1917:

CATTLE.	Chicago.	Kansas City.	Omaha.	St. Louis.	St. Joseph.	Cudahy.	Sioux City.	Fort Worth.	Denver.	Oklahoma City.
	31,417	21,456	15,395	16,433	7,016	448	4,312	8,395	1,541	5,621

HOGS.	Chicago.	Kansas City.	Omaha.	St. Louis.	St. Joseph.	Cudahy.	Sioux City.	Fort Worth.	Denver.	Oklahoma City.
	137,662	55,781	77,391	54,655	51,953	5,531	38,544	13,479	12,897	25,097

SHEEP.	Chicago.	Kansas City.	Omaha.	St. Louis.	St. Joseph.	Cudahy.	Sioux City.	Fort Worth.	Denver.	Oklahoma City.
	59,002	22,446	41,454	4,334	18,169	106	3,568	18,724	5,050	15,631

## RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 10, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	1,900	21,000	4,000
Kansas City	100	1,000	...
Omaha	300	13,000	1,000
St. Louis	500	8,500	500
St. Joseph	100	3,000	200
Sioux City	500	12,000	300
St. Paul	750	3,000	9,000
Oklahoma City	150	1,100	200
Milwaukee	25	300	...
Denver	300	150	470
Louisville	300	2,800	50
Indianapolis	150	3,000	...
Pittsburgh	...	1,500	100
Cincinnati	300	1,800	...
Buffalo	50	4,000	1,200
Cleveland	100	1,500	200
New York	450	1,914	852
Toronto, Canada	196	828	18

MONDAY, FEBRUARY 12, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	21,000	18,000
Kansas City	15,000	1,000	11,000
Omaha	...	12,000	...
St. Louis	6,900	8,000	450
St. Joseph	2,500	2,000	2,500
Sioux City	2,500	15,000	800
St. Paul	4,100	12,300	7,200
Oklahoma City	1,300	1,600	200
Fort Worth	4,000	800	300
Milwaukee	100	500	...
Denver	2,450	1,400	2,500
Louisville	1,200	5,600	200
Detroit	...	420	...
Wichita	...	1,499	...
Indianapolis	1,350	3,000	200
Pittsburgh	1,500	5,000	2,000
Cincinnati	3,100	8,100	300
Buffalo	1,400	6,500	4,000
Cleveland	1,400	1,000	2,000
New York	21,000	73,000	18,000

TUESDAY, FEBRUARY 13, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	33,000	13,000
Kansas City	11,000	19,000	14,000
Omaha	8,900	30,000	16,000
St. Louis	6,200	21,000	1,600
St. Joseph	2,500	12,000	5,000
Sioux City	2,000	16,000	900
St. Paul	3,000	9,000	300
Oklahoma City	1,000	3,000	...
Fort Worth	4,500	4,000	100
Milwaukee	...	2,400	100
Denver	100	4,500	5,300
Louisville	300	1,200	500
Detroit	...	1,376	...
Cudahy	...	2,500	...
Wichita	...	5,346	...
Indianapolis	1,300	7,000	100
Pittsburgh	...	1,500	300
Cincinnati	...	2,800	...
Buffalo	500	6,400	1,400
Cleveland	500	3,000	200
New York	850	1,508	1,200
Toronto, Canada	698	647	114

WEDNESDAY, FEBRUARY 14, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	46,000	15,000
Kansas City	6,000	12,000	9,500
Omaha	5,400	22,000	13,700
St. Louis	4,000	12,000	2,800
St. Joseph	2,200	5,000	2,000
Sioux City	2,500	17,000	600
St. Paul	2,700	14,000	500
Oklahoma City	2,200	2,200	900
Fort Worth	4,100	6,000	...
Milwaukee	200	4,266	...
Denver	900	800	4,500
Louisville	200	1,200	50
Detroit	...	300	...
Cudahy	...	400	...
Wichita	...	2,141	...
Indianapolis	1,500	6,000	...
Pittsburgh	...	1,500	300
Cincinnati	800	3,942	200
Buffalo	350	6,400	1,000
Cleveland	400	1,000	600
New York	2,090	5,890	1,545
Toronto, Canada	898	830	87

THURSDAY, FEBRUARY 15, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	40,000	18,000
Kansas City	1,500	6,000	8,000
Omaha	3,400	24,000	18,000
St. Louis	2,500	12,500	1,200
St. Joseph	1,700	3,300	1,000
Sioux City	1,800	17,000	1,000
St. Paul	...	12,000	...
Oklahoma City	600	1,200	...
Fort Worth	2,500	4,800	...
Milwaukee	...	1,909	...
Louisville	...	1,200	...
Detroit	...	2,170	...
Cudahy	...	1,000	...
Wichita	...	1,728	...
Indianapolis	...	7,000	...
Cincinnati	800	4,156	100
Buffalo	200	4,800	3,000
Cleveland	...	1,000	...
New York	600	1,972	2,158

FRIDAY, FEBRUARY 16, 1917.

	Cattle.	Hogs.	Sheep.
Chicago	2,500	30,000	7,000
Kansas City	700	2,000	2,000
Omaha	800	13,000	6,000
St. Louis	700	10,000	700
St. Joseph	500	4,000	1,000
Sioux City	1,400	12,000	500
Fort Worth	2,500	3,500	1,000
St. Paul	3,000	3,200	800
Oklahoma City	800	1,300	...

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Business in packer hides was again at a standstill. Tanners made numerous inquiries and low bids, but killers feel sure of their position and have rejected bids even though involving clearance of accumulations. The country market is moderately active at steady rates. More business could have been booked at the same prices if dealers had cared to go further ahead on deliveries. Buffs and heavy steers were the principle sellers. Extremes are quiet owing to being sold out.

### Chicago.

**PACKER HIDES.**—Business was again at a standstill in packer hides. Buyers continue their demands for concessions while sellers are firm for their former ideas of value. Tanners displayed a little more interest late in the week, making bids and inquiring for all the native selections. Native steers were quiet. Bids at 30c. were rejected for large lines of product and bids at 31c. were refused for odd car lots throughout the week. Bids at 29c. were refused for extreme native steers. Killers demanded 32c. for the heavy end and wanted 31c. for the extremes. The rumored movement of light cows at 30½c. was said to include a few extreme light native steers. Texas steers were not inquired for. This selection is in meager supply and quoted out at last trading rate of 32c. for heavy end and 31c. for the underweights. Buyers think some concessions should be granted, but sellers are adamant. Butt branded steers were slow. Moderate stocks are held awaiting buyers. Nominal market is considered about 31c., which rate was recently realized for some second handed goods. Killers generally ask 31½c. for this selection. Colorado steers are slow. Moderate stocks are held. Killers generally talk 31c., but buyers think prices should be lower. Branded cows are quiet. Last sales were at 31c. which is the general asking figure for further business. Available stocks are small. Heavy native cows are quiet. No inquiries reported. Stocks are well in hand, although production is picking up considerably. Nominal market is considered about 31c. with most sellers talking more money. Light native cows were rumored sold at 30½c. with some extreme light native steers in connection. A car was said to have moved. Most sellers continue to ask the prior sale rate of 31c. Available stocks are moderate. Native bulls were quiet. Nominal market is considered at 25@26c. with small stocks unsold and production limited. Branded bulls were also quiet and quoted nominal at 23@25c., with inside last paid for heavy northern and outside for light average southern. Bids as low as 21c. for northern were recently rejected.

**COUNTRY HIDES.**—About ten thousand country hides changed, with about half the demand going into steers, both heavy and light weights. Most western buyers are taking the buffs and heavy cows when sold and stand ready to take on further lines of these weights if available. Heavy steers sold at 25c. for current receipts and a car running back brought 26c. Steers in weights down to 50 lbs. sold at 25c. early in the week. A car of straight light steers 50@60 lbs. brought 24c. and another moved at 24½c. Bids at 25½c. and also at 23½c. were made for steers, and rejected, the inside for current quality and the outside for stock running back a trifle. Heavy cows sold at 23c. for a couple of cars of current stuff running well for ones. A car of current receipt heavy cows moved at 22c. the former low rate, for next month's shipment. Available stocks are meager and dealers are inclined to talk more money on next sales. Buff weights sold at 22½c. for a car of current quality hides for March delivery. Bids at that price for a lot of 5,000 hides was rejected and 2c. asked. Bids at 23c. were made for hides running well for ones and rejected, with 24c. demanded. Last sales of similar hides were at 23½c. No seconds were moved. Minneapolis reported business in a couple of cars of heavy hides over 45 lbs. in weight at 22½c., which is in line with former business. Receipts in the northwest are small owing to bad weather. The situation in other sections of the country is steady, with business in all weights of seasonable hides as to quality at 21½@23½c. Movement from western points at 22½c. reported, while 23@23½c. was paid lately in the northwest. Extremes were quiet. The local market is sold out on this selection and very little demand is noted on this account. Nominal market is considered at 26½@27c. for current quality. Branded cows were not moved. Last trades were at 21c. which is still considered the nominal market for further business. Country packer branded hides are quoted changed at 23@26½c. as to varieties and sections. Bulls were quiet. Last trades were at 20c. More bulls are available at that figure and buyers are uninterested. Some prior sales were effected at 19c., which is the ideas on next trades. Country packer bulls are quoted quiet and unchanged at 21@22c. nominal. Inside was recently paid. Kipskins are quiet. Buyers are seemingly uninterested in these skins, mainly on account of poor quality. Local country collections quoted at 26½@28c. nominal with the outside last paid a few weeks ago. Sales from originating section were put through at 25c. City skins last sold at 31c. Market closely sold. Packers continue to talk 45@50c. for their kipskins.

**CALFSKINS** were inquired for but no new business was put through. Local city calfskins are well booked up at 38c. Outside city skins of good quality quoted at 38c. Country run last sold at 35c. A car of Minneapolis calfskins brought 35c. delivered basis. Packer calfskins are still held at 60c. One of the big four moved his supplies to own tanning account. Deacons are quoted at \$2.75@2.80 and light calf at \$2.95@3 for country run last paid. City kill last sold at \$2.95@3.15, respectively.

**HORSE HIDES** sold at \$9 for a small car of common country run, while a car of similar hides from an outside point sold as low as \$8.50. Local sellers are still trying for \$9.25@9.50, but it is believed they would accept \$9 if bid. Buyers who formerly were interested in hides at about \$9, have withdrawn from the market altogether until the foreign situation clears. Seconds are quoted at the usual \$1 reduction with the ponies and glues out at \$3.25@4.25 and coltskins at \$1@2 nominal.

**HOGSKINS** are steady. Bids at \$1.10@1.45 noted and up to \$1.50 asked for country run, with rejected pigs and glues out at half price. No. 1 pigskin strips quoted 11@11½c.; No. 2's at 10@10½c., and No. 3 strips at 5@7c. as to measurements.

**SHEEP PELTS.**—Business of good productions and at stronger prices was put through as expected. Local and choice river sheep and lambskins of current slaughter sold at \$3.75, an advance of 25c. Good river market skins brought \$3.60 and poorer quality sold down to \$3.55. Choice slaughtering points are held up to \$4. Available stocks of sheepskins are small and a good demand is around for everything as fast as available. Pickled sheepskins are selling well with ordinary quality moving in a range of \$18@19 per dozen. Packer angora goatskins quoted quiet at \$3@3.50 asked and common goats at \$1.75@2. Dry goatskins quoted at 50c.@\$1 as to varieties. Dry western sheepskins quoted at 29@31c. last paid as to varieties; outside for best light weight Montana skins.

### New York.

**COUNTRY HIDES.**—The market continues quiet with a few sales reported from the west and occasional lots sold here. Conditions are about the same as they have been for weeks past. Ohio extremes are nominally quoted at 26@29c. and good Ohio buffs at 23½c. Shippers in many instances are holding firm, and are not pressing for sales. On the other hand, tanners are holding off and when bids are made they are so far under shippers' views that no trading is effected. About 750 western hides, 25 lbs. and up, running back to fall salting, sold at 22¾c. A car of extremes, 25@45 lbs., sold at 27c. for firsts and 26c. for seconds. Two thousand western steers, 50@60 lbs. average, sold at 24½c. A bid of 22½c. was declined for a car of good western buffs. About 1,200 Ohio buffs nearly all No. 1's was offered at 23c. A car of good Ohio extremes was offered to a tanner here at 28c. A bid of 1c. under was declined. New England, New York State and Pennsylvania all weight hides are offered in various lots at prices ranging from 21½@23c. One lot of about 450 New England all weights sold at 21½c. flat. Several lots of eastern hides from 200-500 hides each have sold at prices running from 21½@22½c. flat. A car of Pennsylvania hides 25 lbs. and up September-October-November salting was offered at 23c. A bid of 20½c. for a small car of New York State all weight hides was declined. Southern are quiet. There are fair sized stocks on hand and shippers report a little more inquiry this week. Prices are nominal. Far Southern are quoted

(Continued on page 43.)

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## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yards, Chicago, Feb. 14.

Owing to the fact that the storm centers have been cleared up and the supply of cars more plentiful, the first two days of this week showed a liberal supply of cattle, being 29,860 head; in fact, the seven markets of the country showed an increase of 32,000 head more than a year ago, which naturally had a somewhat depressing effect upon the trade, and prices ruled 15@25c. lower on the Chicago market; this in addition to the weakness shown at the close of last week. Another factor was the prediction of 19,000 to 20,000 cattle on Wednesday, which would give the buyers an opportunity to fill their orders at reduced prices. But, contrary to general expectations, Wednesday's receipts were only around 14,000. Some tradesmen, who suffered most on Monday's and Tuesday's decline, considered Wednesday's market strong to 10c. higher, but, summing up the three days' trade, prices will not show a decline of over 15@25c. The top of Wednesday's steer market was 12c.; prime steers, quotable, \$12@12.25; choice, \$11.50@12; good to choice, \$10.50@11.25; medium to good, \$9.75@10.50, and fair to medium, \$9@9.75.

Practically the same condition as outlined in the steer section applies to the butcher-stuff market, with the exception that proportionately prices are considerably higher. There never was a time when all kinds of she-stuff saw such high prices. The proportion of the receipts this week has been running largely to steers, which accounts in a measure for the depression in the steer trade and the strength in the butcher market, with the result that, while prices are about steady on canners and cutters, and 10@15c. higher on all the balance of cows and heifers as compared with last week's closing prices, yet as the market closed lower last week Wednesday's quotations are about in line with a week ago.

The Chicago hog market has received almost 150,000 hogs in three days, and the recuperative powers of the hog market were put to a test under those conditions. Monday's trade started out strong, but as the trains continued to come "hoggy," and the Eastern buyers got through the trade weakened and closed 10@15c. lower. On Tuesday the same

(Continued on page 42.)

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Feb. 13, 1917.

A shade of weakness on steers yesterday was the cue for buyers today, but the late market developed good action at steady prices. Stockers and feeders strong, receipts 11,000, best here around \$11. Hog receipts were 19,000 head, early market 5c. lower, but the close fully equal to yesterday, top \$12.40. Sheep and lambs receipts were 14,000, lambs steady, best around \$14.65, ewes ten higher, \$11.35.

Nothing strictly prime arrived, the best here at \$10.80 to \$11.25, middle grades \$9.50 @ \$10.50. Several shipments of Colorado pulp fed cattle arrived at \$10@10.75, strictly choice pulp steers worth up to \$11.50. Five loads of barley and alfalfa fed Arizona steers arrived and sold at \$9.75, 1,022 lbs. average. Seven loads of Arizonas

brought \$10.15 yesterday, 1,233 lbs. Ten loads of good to choice Idaho steers arrived late, worth around \$10.75. Cattle supply from local territory this week has been augmented by 100 carloads of cattle from Colorado, Idaho and Arizona. Butcher cattle sell strong right along, most of the cows \$7@8, a few at \$9 or better, some down to \$6, bulls \$6.50@8.50, veals \$11@13.

Order buyers took nearly 20 per cent. of the hogs that arrived last week, and packers were unable to conceal their needs; prices 25 to 40 cents higher for the week. The same condition rules today, the late market developing most strength. Top price was \$12.40, medium weights up to \$12.35, lights \$12.10, pigs \$11.50, bulk of sales \$11.85@12.35. Nebraska is furnishing a large number of choice weighty hogs, the kind that sell at top prices. Colorado, Arizona, New Mexico and Texas also contribute hogs, these sections new to the hog growing industry beginning to cut considerable figure in the supply.

Fairly good sheep and lamb receipts this week found quick sale at strong prices. Fair to good lambs sold at \$14.40@14.55 today, choice lambs worth \$14.65. Feeding lambs sold at \$14.30 yesterday, weighing 73 lbs., with good shearing qualities, highest price ever paid here for feeding lambs. Ewes sold 10 higher today, some Colorado fed ewes weighing 120 lbs. at \$11.35, a new high price here. Wethers brought \$11.25, yearlings \$13@13.25.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Feb. 14.

For the week ending today our receipts of cattle amount to 22,000, of which 5,300 were Southern. The run of cattle for this season of the year is very heavy; our receipts so far approximate 150,000 head, which is over 48,000 in excess of our receipts for the same period last year. The quality of the offerings still averages poor; we are receiving no strictly prime well finished cattle at all. This same condition, we understand, obtains at all markets. The top this week on heavy steers was made on Tuesday, when a couple of loads of 1,450-lb. animals brought \$11.25. To be sure there are sales of smaller lots which occasionally exceed this price, but we are speaking of carload transactions. The bulk of the steers of fair weight are selling from \$8.75@9.75, while the in between kind, those which might be called very good, but not choice, are ranging from \$10@10.50; the plainer grades are selling within a spread of \$8@9, and the common and light ones from \$7@8. Practically two-thirds of our receipts consist of butcher cattle. Choice to fancy light heifers are quoted at \$10@10.50, but we are not receiving many that are selling up to the \$10 mark. Medium to good to choice heifers range from \$8@9.75, with the bulk of the sales selling around \$8. Some mixed, yearlings and heifers sold on Tuesday at \$11, and this was the top for the week in this department. In cows, while there has been considerable fluctuation, the market generally is on a strong basis. Best cows are quoted at \$8.50@9.50; the plainer kinds range from \$7@8. There is quite an active trade in canners and cutters, the former being quoted at \$5.15@5.35, while the cutter end ranges from \$5.50@6. Steady bidding prevails on all good weight feeders and qualified stockers, and this is likewise true in choice breeding stuff. The plain and medium grades find slower sale.

Hog receipts for the week amount to 85,700, a run which we consider very liberal for this season of the year, although somewhat under the same period of a year ago. More good hogs are coming to market; in

fact, the quality, generally, this week can be called fair to good. The market has been extremely active, and, while at this writing we are a dime under a week ago, the market is strong. Today's quotation's are: Mixed and butchers, \$12.30@12.55; good heavy, \$12.50@12.60; rough, \$11.50@11.75; lights, \$12.25@12.45; pigs, \$9@11; bulk, \$12.30@12.55. As has been the case for the past several weeks the demand is strongest on shipping weights. They seem to be most sought after by both the packers and the order buyers.

Sheep receipts for the week are 6,600. The market maintains its activity, and prices are at their highest point in the history of the market. Scarcity of feed and the high prices of the same is a condition as noticeable in the sheep market as it is in the cattle market. We are receiving a great many common and medium grade sheep that show a lack of finish. Muttons range from \$8@11.50; yearlings, \$11.50@13.50. In lambs the quality is better. Prime lambs are quoted at \$14@14.85; common to medium to good lambs, \$12@14. Very few lambs, indeed, are selling for slaughter below \$12.

### OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., Feb. 13.

Cattle receipts have been holding up well of late in spite of very uncertain weather and the difficulty experienced by shippers in getting stock cars. Last week some 25,000 head arrived, and if the packers could have secured the necessary refrigerator cars to move the beef they would have taken all the cattle readily at strong prices. As it was, they bought freely the first half of the week, but later were compelled to quit buying and killing as they could not move the beef. This week the situation is much the same, and prices have declined sharply for all but choice, heavy beefs. Good to choice, weighty cattle are selling at \$10.50@11.25, the fair to pretty good 1,000 to 1,300-pound beefs going at \$9.75@10.25, and the common to fair warmed up and short fed grades selling from \$8.50@9.50 and on down. The market for cows and heifers suffered fully as much as the fat cattle trade. Best grades are in active demand at steady prices, from \$8.25@9.25, while fair to good butcher and beef grades are lower at \$6.75@7.75, and canners are uneven sellers at \$5.50@6.50, and on down. Veal calves continue scarce and firm at \$9.25@11.25, and there is a very good outlet and a steady market for bulls, stags, etc., at \$6.50@8.50.

Last week's run of hogs, 132,553 head, was far and away the largest in the history of the market, and this week promises to be fully as large as last. Demand is apparently increasing as fast as supplies, and the trend of values has been almost steadily upward, the advance being about 25c. as compared with a week ago. Both local packers and shippers are buying eagerly, and paying a premium for weight and quality, although the range of prices is not as wide as it was a few weeks ago. There were about 27,000 hogs here today, and prices were mostly 5@10c. lower. Tops brought \$12.20 as against \$12 last Tuesday, and trading was largely hit at \$11.80@12.15, as compared with \$11.65 @11.90 a week ago.

(Continued on page 42.)

### NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO FEBRUARY 12, 1917.

	Beefes.	Calves.	Sheep and lamb.	Hogs.
New York .....	1,709	1,464	537	5,969
Jersey City .....	4,445	3,101	8,965	19,128
Central Union .....	2,241	608	9,202	...
Totals .....	8,395	5,168	18,724	25,097
Totals last week .....	10,603	7,856	19,537	29,930



# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Beach Haven, N. J.—The St. Albans Fish Company, to deal in sea food, has been incorporated with a capital stock of \$25,000.

Woodcliffe-on-Hudson, N. J.—The Zum-Zum Trading Company, to manufacture ice cream, grape juice, etc., has been incorporated with a capital stock of \$100,000.

Washington, D. C.—The Purity Ice Cream Company has been incorporated by Hamilton F. Greene, Alex T. Douglas and Cuyler O. Meeks. Capital stock, \$1,000.

Jackson, Tenn.—F. V. Smith, M. Smith, P. T. Rather and others have incorporated the Smith Bros. Co., with a capital stock of \$150,000, and will enlarge present ice cream plant.

Moundsville, W. Va.—The Purity Ice Cream & Bottling Company has been incorporated with a capital stock of \$10,000 by L. Brummage, J. D. Burley, S. W. Meals and others.

## ICE NOTES.

West Union, Iowa—Schoepp & Smith have installed an ice plant.

Lonohe, Ark.—An ice plant, flour mill and laundry may be erected by W. M. Daniels.

Webb City, Mo.—The installation of an ice and electric light plant is being considered by Webb City.

Decatur, Texas.—The branch of the Nissely Creamery of Fort Worth, Texas, has been destroyed by fire.

Athens, Henderson County, Texas—Fire destroyed two refrigerator cars owned by the Citizens' Ice Company.

Dyersburg, Tenn.—An ice cream factory will be established at this point by the Culver Ice Cream Company.

Laurel, Miss.—The Laurel Commercial Club is much interested in plans to secure the establishment of a creamery.

Memphis, Tenn.—The establishment of an ice factory at this point is contemplated by The Grismore-Hyman Company.

Heavener, Okla.—An ice and cold storage plant will be built by the Border City Ice & Cold Storage Company of Little Rock, Ark.

Bucklin, Mo.—A refrigerating plant will be installed in the poultry handling plant to be built by the Lindley-Buster Produce Company.

Norton, Va.—Plans have been prepared for the erection of an addition to the cold storage plant of the Norton Ice & Cold Storage Corporation.

Kentwood, La.—Fire, originating in the engine room, destroyed the plant of the Kentwood Ice Manufacturing & Bottling Works. Loss, \$40,000.

Garden City, Mo.—Contract has been let for the equipment for the refrigerating plant and ice factory being installed by the Garden City Ice & Cream Company.

Clarksville, Ark.—It is reported that the ice plant of the Clarksville Ice Company will be enlarged to 20 tons daily capacity, and that an ice storage and cold storage warehouse will be added.

Commerce, Okla.—A two-story building, 24x30 ft., to be used for the manufacture of ice cream, etc., will be built by the Commerce Ice Cream Company, organized by A. R. Johnson and C. Shifferdecker.

## RELATION OF BOARDS OF HEALTH TO COLD STORAGE.

By Dr. Herbert D. Pease, New York City.\*

"No frozen fish served here" is a statement conspicuously placed in red ink on the menu of one of New York's prominent restaurants. To be a truthful statement it should read, "If frozen fish is served here we do not know it," for even the most experienced restaurateur could be easily fooled by the wise fish monger in the sale of properly thawed frozen fish as the fresh article of commerce.

If John J. Dillon, New York State Commissioner of Foods and Markets, can enforce a recent ruling which he has made, every individual egg which has at any time passed through a cold storage plant and is intended for sale in the State of New York will be branded on the shell with the words "Cold Storage" in letters not less than one-eighth of an inch in height. Time only will tell what will result from the extraordinary propaganda inaugurated by this pugilistically inclined agriculturist. One would be safe in predicting, however, that there will be no eggs branded in this manner in the State of New York in the near future.

"Cold Storage Food Sold Here" signs are hung in the retail stores of New York and

\*Read before American Association of Refrigeration.

of many other States of the Union in compliance with the specially enacted State laws dealing with the subject of cold storage of food. Hardly anyone believes that all the cold stored foods in such stores are all labeled or sold as such, although the laws of nearly all of these States make it a misdemeanor to sell cold stored goods without representing them to be such. In some States the laws define cold storage food to be certain foods which have been held at temperatures under 40 degs. Fahr. for over 30 days, while in other States similar statutes, including the so-called Uniform Law, define the term "cold storage" as foods held under 40 degs. Fahr. for over the same time period.

### State Legislation Varies.

But several State laws call for the complete expulsion of all food from such cold storage in 10 months, while those of other States say 10 months for some foods and 12 for others, and some States kindly condescend to allow the State Board of Health or some equivalent body to extend the time of storage for varying lengths of time from thirty to one hundred and twenty days, or an indefinite period, provided the food is still fit for human consumption which, of course, it is always as if it has been held frozen and was in good condition when received.

Again, most States limit the foods which,



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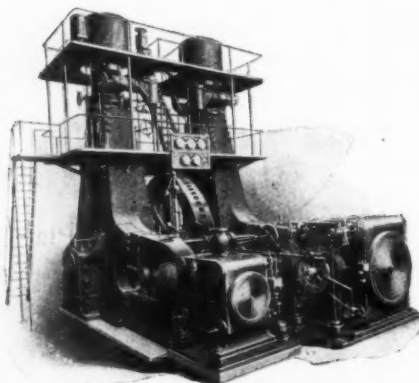
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BOSTON: Fifield, Richardson & Co.; C. P. Duffee.  
BUFFALO: Keystone Warehouse Co.; Hellriegel & Company.  
CHICAGO: Wakem & McLaughlin.  
CINCINNATI: Pan-Handle Storage Warehouse.  
CLEVELAND: General Cartage & Storage Co.; Harry E. Bollinger.  
DETROIT: Riverside Storage & Cartage Co.; Newman Brothers, Inc.  
DALLAS: Oriental Oil Company.  
HAVANA: O. R. Cintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuie & Son.  
LOS ANGELES: York-California Construction Co.  
LOUISVILLE: Union Warehouse Branch.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Helmsdorf.  
MILWAUKEE: Union Transfer Company.  
NEWARK: American Oil & Snp. Co.  
NEW ORLEANS: Chas. F. Rantz; United Warehouse Co., Ltd.  
NEW YORK: Roessler & Hasslacher Chemical Co.; Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Stor. Co.  
PHILADELPHIA: Henry Bower Chem. Mfg. Co.  
PITTSBURGH: Penna. Transfer Co.; Newman Brothers, Inc.; Penna. Brewers Supply Co.  
PORTLAND: Northwestern Transfer Co.  
PROVIDENCE: Rhode Island Whse. Co.; Edwin E. Knowles.  
RICHMOND: Bowman Transfer & Stge. Whse. Co.  
RIO DE JANEIRO: F. H. Walter & Co.  
ROCHESTER: Rochester Carting Co.; Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pilbry-Becker Eng. & Supply Co.; McPheeters Whse. Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: York-California Construction Co.; Haslett Warehouse Co.  
SAVANNAH: Atlantic Lubricants Co.; Benton Transfer Co.  
SPOKANE: Spokane Transfer Co.  
SEATTLE: York Construction & Supply Co.  
TOLEDO: Moreton Truck & Storage Co.; F. W. Babcock.  
WASHINGTON: Littlefield, Alvord & Co.

when kept below 40 degs. or 45 degs. shall be called cold stored foods to a varying list usually including meat, fish, poultry, butter and eggs, but they permit dozens of varieties of other foods held under the same conditions, perhaps for longer periods, to be distributed free from any restrictions.

In the so-called Uniform Cold Storage Law some of these comparatively minor variations and inconsistencies have been eliminated or standardized, but the draft of the law is far from perfect and in several important respects is at variance with established scientific truth and in others it lays emphasis upon relatively unimportant matter and passes over with comparative lightness matters of greater sanitary significance. As an example of the latter we find in Section Six, that the refrigeration warehouseman becomes responsible for the actual sanitary conditions of all food accepted or kept by him. This amounts to an imposition of substantially all the truly important scientific duties of the official supervisory department upon the warehousemen. The latter could not legally, if they so desired, assume any such authoritative powers, for to comply with the provision would require in many instances the opening and disturbance or actual destruction of the property of others to any extent which, as inspectors, they might deem necessary. Such powers of investigation should not be delegated to anybody not directly responsible to official control. Moreover the proper sanitary inspection of foods entering cold storage warehouses is the one truly essential feature in official action concerning such foods as are to be stored in the frozen state, as elaborate studies have demonstrated that they leave the warehouse in the same conditions in which they entered. We have, therefore, in this law the attempt made to officially evade the only duty which science has as yet demonstrated as truly important and calling for adequate official supervision.

#### The Uniform Law.

The writer has always held that a scientifically fundamental basis for legislation regarding cold storage of food had not been utilized by the drafters of even such bills as the Uniform Law. He is familiar with the prolonged efforts made by one of the well informed scientists of the country to bring about such a result and to her are thanks due for the freedom of the Uniform Law from many of the mistakes in previous statutes. But because the Uniform Law was the best that could be obtained from the commission that drafted it, does not bring it into any

WATCH PAGE 48 FOR BARGAINS

# YORK

NATURALLY we are enthusiastic about YORK Refrigerating Equipment. We know how good it is in Design, Material and Workmanship and what it will do.

This knowledge is rapidly spreading over the entire field, as we are constantly adding new patrons as a result of the excellent performance of YORK Plants in actual service.

Those who contemplate the use of Mechanical Refrigeration for any purpose, our Engineering Department can help in the preliminary steps.

The complete YORK line offers greater value for a given investment than can be obtained elsewhere.

With YORK SERVICE back of a YORK Plant, the Owner can feel sure that he has safe-guarded his every interest.

Therefore a YORK PLANT is the logical one to buy. THINK IT OVER.

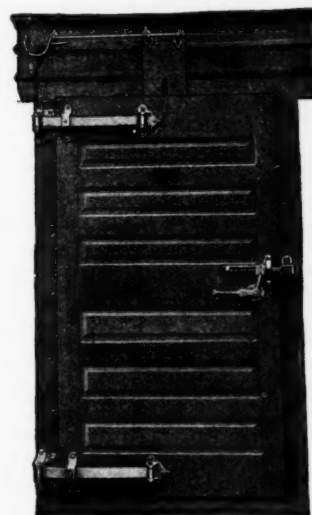
## York Manufacturing Co.

Ice Making and Refrigerating Machinery Exclusively

YORK, PA.

# DOORS

For Cold Storage and Freezers



Have you ever examined our "JONES" or "NOEQUAL"

type of Door, and noted the heavy material used in construction, or how the massive "Jones" Automatic Fastener and "Jones" Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 96-page illustrated catalog upon request.

JAMISON COLD STORAGE DOOR CO.

Formerly

JONES COLD STORE DOOR CO.  
Hagerstown, Maryland, U.S.A.

greater harmony with the results of scientific investigations.

In the writer's opinion, no detrimental effect has been shown to exist in foods solidly frozen and held for periods much in excess of the time limits fixed in the Uniform Bill. In fact, there is nothing in any of the results of researches to even suggest that any detrimental effect would likely be found even if the frozen food was kept for substantially indefinite periods. It has not as yet been indicated as the result of any scientific studies that such food long held may lose even slightly in nutritive values.

Is one not warranted, therefore, in asking for the basis for the insertion of time limits for the storage of foods in laws relating to the control of health conditions? What does all this uncertainty and variability of legislation and appeal to the food consuming public really indicate?

To the scientist who stops to analyze these conditions it shows clearly a more or less wandering, uncontrolled attempt to mold and compress into statement or statute form some of the accumulated empirical information and popular impressions of the past years concerning the supposed causes and occurrences of menace to the human race from the foods that he eats. He is reminded of the days of the ancient popular statements and enacted statutes concerning the sanitary menace from sewer gases, foul odors, stagnant water, miasms, etc., as the direct causes of infectious diseases. He is tempted to classify it all as unsound and unscientific and, in more or less disgust, to wave it aside as none of his responsibility.

He fails to realize that while these efforts intended for the protection of the public from its food dangers may not be as sound or as scientific as might be desired by the experienced students of the natural sciences of chemistry, biology, and physics, the failure of the public to receive the necessary instruction in this field indicates an unsoundness and lack of scientific method in popular education in which defect he, himself, is not without some measure of responsibility and, therefore, open to criticism. The writer believes that when the public does not understand the science or professional man the chief fault does not rest, of necessity, with the public.

#### Popular Outcry Against Cold Storage.

But what does all the popular outcry and legal restriction concerning cold storage of food mean to the law-maker hounded by the yellow journalist amateur food reformer; to the average empirical sanitarian who, fearing to face the issue, allows the loud talking reformer to run his office for him; to the captain of industry who reads the red ink slam at frozen fish when choosing his Friday's luncheon dishes; to the housekeeper to whom finally comes both the statements of the wild propagandist and the excerpts from the Sanitary Code and the State law, mingled with the sly comments on both by the retail grocers and other food dispensers? It can do but one thing—it spells "confusion" in capital letters.

But if it spells confusion to these groups, how does it affect the producers, the transporters, the vendors, and especially those engaged in the refrigeration of foods? They see with greater clearness but as they are not recognized publicly as scientists who can speak with authority and are often without

special training and experience in the education of the public, they usually feel and exhibit a certain degree of helplessness and generally confine their efforts for better things to such times and occasions as develop when some over zealous official or reformer has started something along wrong lines.

The situation very clearly is not one which can be disentangled by any one individual or group without the thorough co-operation of others. It is obvious that the three important groups which, by co-operation, might accomplish much toward the solving and elimination of these problems are, first, the scientists who have already or can, if given adequate support, develop the fundamental scientific information and the principles involved in the refrigeration of food; second, the men in the food and refrigeration industries who know or can ascertain when, where and how these facts and principles can be applied practically; and, third, and all important, are the various agencies which can properly and adequately convey the results of the efforts and co-operative conclusions of the first two groups to the sanitarians and food officials, scientific as well as empirical; to the law makers of reform or conservative tendencies, and, finally, to the public instructors of all types who through the press and magazines and other agencies wield such a large influence in popular education.

#### Need of Popular Support.

This is a democratic country in every sense of the term. Not until the voice of the people is heard is there permanent accomplishment in any progressive direction. When the voice is untrained or wild then, indeed, is there reaction. The burden falls on the men of science and of the industries to train and direct the popular voice in the fields wherein the scientists and the men of affairs excel.

We must not assume that this educational aspect is a new or unappreciated picture in connection with food refrigeration. Various individuals and committees composed of them have sought to educate the public directly or indirectly. The foremost place in this field belongs, as one would naturally expect, to a member of the scientific group. No one person could have done more towards leveling the barriers and establishing order out of chaos than has Dr. M. E. Pennington during the last few years. Others who have seconded her efforts could be mentioned.

The committee of the American Public Health Association on cold storage, under the chairmanship of the writer's business associate, F. D. Bell, and with the vigorous, progressive, clear visioned support of Dr. Peter Bryce of Canada, and that of Drs. Pennington and Barnard, Prof. Sedgwick and J. F. Nickerson, secretary of American Association of Refrigeration, have made most pronounced efforts to forward popular education through the great potential influence of that public health organization. The special plan proposed by them last year to the American Public Health Association failed by reason of the somewhat apprehensive feelings of some of the leaders of that association that a charge of commercialism might be made against it.

The plan provided for the publication of a series of stories in some widely read magazine in which there should be interwoven the essential features of the valuable private and public results to be obtained from proper

food refrigeration at all stages, from farm to consumer. It is evident from this and other results that before we can hope to reach the people in any effective or conclusive manner, sanitarians and food officials must attain to a correct knowledge and understanding of the principles and their application in food refrigeration. The scientists apparently have not yet been able to convince enough of their direct and indirect associates of the truth of their results to obtain their unqualified support. It would seem as if more and broader scientific work must be done and must be wisely presented before the proper scientific societies and published in their journals. This cannot be done without help from both official and private sources.

#### A Great Opportunity for the Industry.

Here is where the men in the refrigeration and allied industries should see one of their great opportunities. First, they should apply every form of appropriate influence to the end that the great researches and educational activities carried on by the food research division of the U. S. Department of Agriculture and all other official food research laboratories were adequately supported by their respective governments. Second, they would accomplish much if they, directly as well as indirectly, promoted further independent researches and did so in accordance with a well defined and adequately supported programme to the end that the results of such researches should have practical applicability and educational influence.

This independent work to be truly effective should be of such volume as well as character as will impress other scientists and sanitarians. Many deserving pieces of scientific work have been unimpressive because of their haphazard or occasional appearance. Third, the industry, above all, should provide for the educational utilization on the broadest possible basis of the results of all such past, present and future investigations, no matter by whom made or supported.

The cold storage and refrigeration interests will command the confidence and respect of the full bodies of the scientific, official, and popular groups in proportion to the concerted endeavors they make to obtain the same. One of the cardinal principles involved in gaining the ear of any group of individuals is to use as spokesman one who knows the special language of that group and the appropriate time and extent for its use. Thus, while scientists and the professions have surrounded themselves with a more or less formidable barrier by their exclusive tendencies, the general public are not without means of isolation in the form of an unwillingness to spend time and energy or, in fact, at times even to notice what the scientist wishes to say unless it is sugar coated, embellished, or almost smothered with a pabulum having a commanding human interest.

Catering to the public in this manner has been carried to such an extent that it has become practically impossible to obtain publication of articles prepared by scientists in popular journals until they have been entirely revised by so-called rewrite artists who in many instances receive a larger compensation than the announced author himself. It is obvious that the educational features of the plan call for very careful and special consideration.

#### The Stimulation of Popular Support.

That part of the plan calling for the stimulation of official support of researches on cold storage of foods could be properly handled by the legislative committee of this association. Proper lobbying on behalf of appropriations for scientific researches is no new thing. The agricultural associations have done it for

(Continued on page 35.)



## FOR PURCHASING DEPARTMENTS

### MOTOR TRUCKS BEAT RAILROADS.

It is now freely predicted that the automobile will in a short time cause the abandonment of most of the short railroad branch lines. The decline in the business of such lines has been very great in the last few years, all traceable to the increased use of motor vehicles. As an instance it is stated that the sale of railroad mileage books has been reduced approximately 30 per cent. in the last three years.

"As to freight," said I. L. Kohn, of the Crown Motors Corporation, Metropolitan distributor of Kissel-Kar trucks, the other day, "it is costing the railroads more every day to handle it, and as good highways multiply the competition of the motor truck will prove too much for them. The truck can give far superior service in many parts of the country now, for it hauls from the very door of the consignor to the very door of the consignee, and saves not only expense but time as well."

### MORE WILLIAMS GRINDER BUSINESS.

The Williams Patent Crusher & Pulverizer Company of St. Louis, Mo., has taken larger quarters for its Pacific Coast sales office at No. 67 Second street, San Francisco, Cal. The San Francisco office, which has been in charge of O. J. Williams for a number of years, has developed a very satisfactory trade among the ranchers for the Williams alfalfa grinder, as well as in the many other fields in which the Williams mill is used.

The new quarters are larger and more centrally located, and are connected with a warehouse, in which the Williams company maintains a complete stock of spare parts for different types of their grinders. This makes it possible to supply parts promptly to customers who are far removed from the main office.

The increased business of the Williams company is not directly traceable to war contracts. However, the manufacturing of many materials in this country which were formerly imported from the nations now at war has opened up new fields for the Williams mill.

### MOTOR TRUCKS IN DEMAND.

The rapidity with which American business men everywhere are motorizing their transportation systems is well indicated by the tremendous volume of truck sales made by the Packard Motor Car Company through its dealers during January, 1917.

"More than two millions of dollars, \$2,262,500, to be exact, was invested in trucks made by this company in the first month of this year," said R. E. Chamberlain, truck sales manager. "Never before has this record been equalled or even approached in the history of the truck industry. The figures quoted represent the value of Packard trucks for the use of American business men only—no foreign orders, samples or demonstrators are included. Also every dollar was for chassis only, most buyers having bodies built by outside firms.

"This unprecedented endorsement of Packards came from many lines of business and from all sections of the country, the major

sales made in New York, Chicago, Boston, Cleveland, Detroit, Pittsburgh and Philadelphia. Substantial gains also were noted in Minneapolis, Portland, San Francisco, New Orleans, Cincinnati, Rochester, St. Louis and many other cities.

"Among the nationally known buyers were Swift & Company, Armour & Company, Liquid Carbonic Company, Chicago Telephone Company, Standard Oil Company, Anheuser-Busch Brewing Company, New England Gas & Coke Company, Edison Electric Company, Independent Oil Company. One company alone bought 131 Packards."

### COLD STORAGE AND HEALTH BOARDS.

(Concluded from page 34.)

years, with most excellent results to themselves and the public generally.

The programme for the second responsibility could provide for, first, the creation of an independent scientific department under the auspices of this association and supported directly and indirectly by it, the duty of whose staff it should be to

(a) Get together, correlate and make available for educational purposes all the existing scientific information on the subject of the cold storage of foods;

(b) By reason of such library researches develop not only the strong and the weak points which have already been covered, but equally clearly ascertain what remain to be elucidated;

(c) By familiarity with the work of official research institutions, plan for and conduct or arrange for the undertaking of them by other specialized investigators such further researches as cannot by their nature be undertaken under other than commercially supported auspices and, finally, directly represent this great field of applied sciences in every legitimate and appropriate manner in all scientific and other associations and bodies organized for the promotion and diffusion of scientific knowledge.

Thirdly, for the full development of the educational influences which could and do emanate already to a considerable extent from this association, the general administrative officers or an appropriate committee of it should be guaranteed sufficient support to enable it to devote its attention to the most direct practical application of the whole amount of scientific, practical, and legal information thus gathered by the association, to the end that the various food supervising bodies of this country from the federal departments down to the municipal boards of health departments and departments of markets should be so well and scientifically informed that their activities would be uniform and in harmony with the best technical knowledge and commercial practice and, therefore, for the best interests of the people as a whole.

This executive department of the association could be further charged with the responsibility of promoting the direct and indirect diffusion of knowledge to the general public concerning the values of proper food refrigeration in all its branches. For this purpose adequate support should be available for the presentation of the material in the ways which experience has demonstrated must be used if the public are to be effectively reached.

### A Practical Plan Suggested.

Do you say this is an idealistic plan? Grant that it is, but will progress be made toward the goal if some of the first steps are not taken? Assuredly not. But are there other professions and industries following such a course? The answer is affirmative. The medical and dental professions have always pursued this plan in part. Of the industries the National Canners' Association, facing a like situation, met it with a somewhat similar plan and as far as they have

been able to organize and command funds their research and administrative departments have changed the general support of educational influences from one of almost general antagonism or suspicion to one of favorable understanding and strong support, although there remains room for further accomplishment. The Oyster Growers' and Dealers' Association of North America undertook a portion of the plan with some benefit.

Rest assured, the attitude of the health authorities regarding cold storage of foods, now based so largely upon the demands of popular prejudice and lack of knowledge, will assume its proper sound and scientific form when such officials and, especially, the public are properly and thoroughly informed of the facts and have begun to more fully appreciate the immense sanitary and economic values to be derived from an ever extending application and promotion of the various processes of food refrigeration, rather than the discouragement of them by inappropriate and scientifically unsound restrictions. The needed demonstrations and the application of the remedial agencies are largely responsibilities of the industry itself and its allies and they will do well to call to their aid the best of scientific and educational assistance if they would attain the greatest measure of relief.

### The Elimination of Unnecessary Regulations.

The goal sought should be the elimination of any unnecessary and official regulations affecting only cold stored foods. The writer has held from the beginning of the agitation and still contends that there are no benefits which can be looked for from such special regulations of cold storage food which could not be obtained more easily and be developed on a sounder basis by considering and treating the matter of supervising cold storage plants and cold storage food as a part of the supervision of all food supplies. Special regulations in any official sanitary supervisory work should be called forth only by special liabilities to sanitary menace.

When the latter do not exist special statutory or regulatory provisions usually indicate attempts either to unload the official burdens onto others or to command public attention to the department's activities along lines of more or less temporary popular agitation. The former is without excuse, for no official department can legally delegate its responsibilities to unofficial agencies. The latter is in the nature of a misuse of statutory enactments for educational purposes, which latter could be accomplished in other ways and not result in a weakening of the popular respect for statutory provisions.

The legislation accomplished and attempted on the subject of cold storage of foods during the last five years has not found its place in the laws or sanitary codes, nor is it wanted as constituent portions of the regulatory systems of the thoroughly organized and efficiently managed departments of health or of food control who have been for a number of years efficiently supervising food supplies. But one of the large cities of this country has apparently found any necessity for such provisions, nor has there ever been pressed any very positive recommendations from the federal supervisory authorities in this direction.

The chief and actual value of the agitation has been to attract attention to the needs of general food supervision, but the writer contends that attention to that need could have been obtained by less objectionable although perhaps by no more spectacular methods. It has left a long trail of false ideas in the minds of the majority of the public, many sanitarians, and even some scientists and men of the industry itself. These can be effectively eradicated only by a careful, painstaking process of recultivation of the soil. The writer has endeavored to present a plan for the conduct of such a weeding and cleaning process, and has been much gratified since his attendance at these sessions to learn that a most substantial beginning has been already made by the association.

# Chicago Section

The motor truck is the thing.

Reverting to the Grand Old Man, founder of the house of Swift, he once said: "We'll never make any money out of hogs we don't buy!"

Swift & Company's sales of beef in Chicago for the week ending Saturday, February 10, 1917, averaged as follows: Domestic beef, 12.50 cents per pound.

The old-time livestock men associated with the Yards are passing away. Within a week Patrick J. McIntyre, Stephen H. Schryver and Hugh Parker crossed the Great Divide.

A familiar question asked the guest in the South for generations in the hotel dining rooms and restaurants at every meal, and now gone into the discard: "How'd yuh laik yuh aigs, suh?"

The threatened high cost of living investigations begin to look like "ultimatums," "farewell visits," etc. With eggs at 6c. each and potatoes at 72c per peck, the H. C. of L. begins to look and act like anything except a joke.

Everett C. Brown was chosen president of the Chicago Live Stock Exchange in annual election Monday, and S. Bruce Stafford, vice president. Directors for three years were elected as follows: D. C. Mosier, W. A. McGarry and N. H. Sutherland. The holdover directors are: W. A. McGahen, D. C. Wagner, Jr., W. A. Peterson, J. A. Tracy, G. S. Freeman and E. F. Keefer.

Some good dope from Swift & Company's "Suggestions to Salesmen": Know what you are selling. Don't talk politics. Keep out of argument. You are selling our goods, not our competitors'. Never be uncouth. Politeness costs us and you nothing. Be accurate and treat your customer right. Never wear out a welcome. Use a grouch diplomatically. Be courteous, congenial, polite and honest. Keep everlastingly plugging. You are Our representative. Invite criticisms and suggestions.

W. G. Press & Company, say: "The fresh meat trade this week is dead. Pork loins are draggy at 18½c. a lb.; a week ago they were selling at 20c. to 21c. a lb. Subma-

rine activity has practically stopped all exports of meats and lard. With the Belgian Relief Commission, one of the biggest purchasers of lard for export, out of the market and the exports to other countries practically shut off, we do not think this is the time to be bullish on lard. Exports of meats are also shut off, and we do not expect any advance in hogs or hog products until there is a change in this export situation."

Friends of "Con" Yeager are condoling with him on the death of Mrs. Yeager's mother, Mrs. Mary Herchenroether, which took place at Pittsburgh, Pa., on February 11. Mrs. Herchenroether came of an old family in the trade. Her father, Conrad Schad, was one of the pioneer butchers of Pittsburgh. He started the business in 1840, out on old Fifth avenue, and when he died it fell to a son-in-law, Henry Boehm, and a son, Barney Schad. The latter died about 15 years ago and left the business to Charles C. Schad. At his death, about 3 years ago, two brothers, George and Henry, took charge of the business, which is now at Centre avenue and Kirkpatrick street. Mrs. Herchenroether was 68 years of age, and left five daughters, five grandchildren and two great-grandchildren.

W. L. Gregson writes to The National Provisioner of the provision situation, as follows: "Just a steady grinding of the real facts of supply and demand covers the story of pork product for the week. The hogs are not plentiful enough to make a bear campaign successful, and the indications point clearly to the end of the Winter hog crop. The insistent fresh meat demand at all industrial centers is in daily evidence. The foreign situation tells its own story in new prices nearly every twenty-four hours. The South takes its daily quota of cured meats from the River markets, and the demand is so good for other jobbing cuts that ribs and lard are selling cheaper than anything else in the hog. The chances of any more mess pork being made profitably this year are slim, and the same remarks apply to ribs, unless they are advanced very materially. Both the foreign and domestic lard position is thought to be much stronger than it was at any time in 1916. In fact, it looks as if it will be hard to find competition for the product at an advance of five cents a pound from these levels.

## KEEP YOUR PROVISIONER ON FILE

The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated or another copy furnished. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of this publication, he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market. It is finished in cloth board, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

## VALUE OF MOTOR TRUCK VS. HORSE.

The attractiveness of Grosse Isle, Detroit river island summer home of many wealthy Detroiters, has been enhanced lately by the building of a network of good roads. Many of the main arteries have been completed, insuring good going instead of mud in the future. All the material, broken stone in two sizes, had to be hauled from a quarry on the mainland by teams and a Packard truck, four ton capacity with dump hoist body. The hauls varied from three to 7½ miles, according to location of the work.

It was actually determined by Norman A. Pabst, owner of the truck, that it was doing the work of six two-horse teams, to say nothing of the cost of the teams and harness.

**John Agar Co.**  
Union Stock Yards CHICAGO, ILL.  
**Packers and Commission Slaughterers**  
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Members of the American Meat Packers' Association.

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Your engineer knows that a guaranteed pure and dry anhydrous ammonia made from a strictly mineral base does produce best results.

Only by using such an ammonia can you reduce operating expenses.

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ing of their six drivers and the same number of wagons. Seven teams were working at the same time as the truck. In ten hours they hauled 49.5 tons of stone, while the truck hauled in the same time 56.4 tons. Over a period of 105 days of 10 hours each the truck averaged 45.1 tons and 79½ miles per day.

During the last three weeks of the work, because of the approach of winter, it became necessary to rush the work and the truck was

in actual operation 23 hours each day. The horses of course had to rest nights. The truck during this period averaged 98.9 tons hauled. On October 28, it hauled 114 tons and traveled 161 miles.

Besides making some extraordinary hauling records, the truck cut down labor and time 15 per cent, and with its aid a mile of road was built in four weeks, whereas it took fourteen weeks when the horses worked alone.

## BONE CRUSHERS



## WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9.

**THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.**

Works:  
ST. LOUIS

General Sales Dept., Old Colony Bldg.

**CHICAGO**

268 Market St.,  
SAN FRANCISCO

Established 1877  
**W. G. PRESS & CO.**  
175 W. Jackson Bl'vd, Chicago  
**PORK LARD SHORTRIBS**  
*For Future Delivery*  
GRAIN Correspondence Solicited **STOCKS**

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?



## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 5.....	6,794	471	17,977	15,252
Tuesday, Feb. 6.....	4,900	908	16,174	16,622
Wednesday, Feb. 7.....	17,114	1,316	43,777	17,580
Thursday, Feb. 8.....	9,233	1,667	48,987	5,747
Friday, Feb. 9.....	3,261	949	34,964	11,049
Saturday, Feb. 10.....	687	1,025	22,252	3,659
Total last week.....	41,979	6,336	186,125	69,909
Previous week.....	62,256	12,046	213,067	54,017
Cor. week, 1916.....	56,492	8,094	256,433	69,440
Cor. week, 1915.....	39,885	8,516	201,956	62,292

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 5.....	1,998	61	4,977	481
Tuesday, Feb. 6.....	936	53	6,043	1,327
Wednesday, Feb. 7.....	3,790	58	7,645	3,273
Thursday, Feb. 8.....	2,338	219	12,290	2,499
Friday, Feb. 9.....	1,264	59	10,198	2,887
Saturday, Feb. 10.....	216	...	7,410	240
Total last week.....	10,562	450	48,463	10,907
Previous week.....	16,329	979	64,232	7,244
Cor. week, 1916.....	12,949	578	67,078	14,315
Cor. week, 1915.....	7,016	263	25,313	10,487

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Feb. 10, 1917.....	381,246	1,445,202	413,281
Same period, 1916.....	308,932	1,654,703	456,489
Combined receipts of hogs at eleven points:			
Week ending Feb. 10, 1917.....		680,000	
Previous week.....		641,000	
Cor. week, 1916.....		840,000	
Cor. week, 1915.....		726,000	
Total year to date.....		4,532,000	
Same period, 1916.....		5,268,000	
Same period, 1915.....		4,311,000	
Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:			
Week to Feb. 10, 1917.....	144,900	570,100	213,800
Previous week.....	181,400	558,100	183,500
Same period, 1916.....	161,900	736,700	207,400
Same period, 1915.....	115,300	614,700	207,600

	1917.	1916.
Cattle.....	1,093,000	948,000
Hogs.....	3,765,000	4,510,000
Sheep.....	1,234,000	1,279,000

## CHICAGO PACKERS' HOG SLAUGHTER.

	1917.	1916.
Week ending Feb. 10, 1917:		
Armour & Co.....	23,000	
Swift & Co.....	20,200	
Wilson & Co.....	11,800	
Morris & Co.....	10,400	
Hammond Co.....	10,300	
Western Packing Co.....	9,100	
Anglo-American.....	9,600	
Independent Packing Co.....	7,800	
Boyd-Lunham.....	4,900	
Roberts & Oake.....	3,800	
Brennan Packing Co.....	5,900	
Miller & Hart.....	2,800	
Others.....	20,000	
Total.....	139,600	
Total last week.....	151,000	
Total corresponding week, 1916.....	194,800	
Total corresponding week, 1915.....	181,800	

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$10.50	\$12.30	\$11.10	\$14.30
Previous week.....	10.40	11.70	10.83	14.15
Cor. week, 1916.....	8.05	8.20	7.65	10.95
Cor. week, 1915.....	7.40	6.75	6.25	8.40
Cor. week, 1914.....	8.25	8.65	5.85	7.55
Cor. week, 1913.....	8.15	8.22	5.90	8.75
Cor. week, 1912.....	6.60	6.16	4.10	6.10
Cor. week, 1911.....	6.20	7.20	4.25	6.15

\*Record.

## CATTLE.

Good to choice steers.....	\$10.00@12.25
Yearlings, good to choice.....	10.50@11.90
Fair to good steers.....	9.00@10.25
Stockers and feeders.....	7.00@ 8.25
Fair to good cows.....	6.00@ 8.50

Good to choice heifers.....	7.00@ 8.75
Canners.....	4.50@ 5.25
Cutters.....	5.00@ 6.00
Bologna bulls.....	6.75@ 7.75
Butcher bulls.....	7.50@ 9.00
Good to prime calves.....	13.00@14.75

## HOGS.

Prime light butchers.....	\$12.00@12.45
Fair to fancy light.....	11.80@12.35
Medium wt. butchers, 200-250 lbs.....	12.00@12.50
Prime heavy wt. butchers, 250-400 lbs.....	12.10@12.60
Choice heavy packing.....	11.80@12.25
Rough heavy mixed packing.....	11.45@11.90
Pigs, fair to good.....	10.00@10.85
Stags (subject to 54 lbs. dockage).....	11.60@12.70

## SHEEP.

Yearlings.....	\$11.90@13.75
Fair to choice ewes.....	8.00@11.25
Wethers, fair to choice.....	10.00@11.75
Western lambs.....	13.75@14.65
Feeding lambs.....	13.00@14.00
Native lambs.....	13.50@14.60

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, FEBRUARY 10, 1917.

	Open.	High.	Low.	Close
PORK—(Per bbl.)—				
May.....	\$29.95	\$30.12	\$29.85	\$30.12
July.....	29.47	29.55	29.47	29.65
LARD—(Per 100 lbs.)—				
May.....	16.62	16.77	16.60	16.77
July.....	16.77	16.92	16.75	16.90
RIBS—(Boxed, 25c. more than loose)—				
May.....	15.75	15.85	15.75	15.85
July.....	15.95	15.95	15.87	15.95

MONDAY, FEBRUARY 12, 1917.

Holiday.

TUESDAY, FEBRUARY 13, 1917.

	Open.	High.	Low.	Close
PORK—(Per bbl.)—				
May.....	30.20	30.20	29.80	\$29.95
July.....	29.55	29.60	29.20	\$29.30
LARD—(Per 100 lbs.)—				
May.....	16.75	16.80	16.57	16.57
July.....	16.85	16.92	16.70	16.72
RIBS—(Boxed, 25c. more than loose)—				
May.....	15.90	15.90	15.67	15.72
July.....	15.95	16.00	15.77	15.82

WEDNESDAY, FEBRUARY 14, 1917.

	Open.	High.	Low.	Close
PORK—(Per bbl.)—				
May.....	29.95	30.05	29.65	\$30.00
July.....	29.20	29.40	29.12	29.40
LARD—(Per 100 lbs.)—				
May.....	16.60	16.77	16.52	16.77
July.....	16.72	16.92	16.67	16.90
RIBS—(Boxed, 25c. more than loose)—				
May.....	15.72	15.82	15.62	15.82
July.....	15.90	15.92	15.90	15.92

THURSDAY, FEBRUARY 15, 1917.

	Open.	High.	Low.	Close
PORK—(Per bbl.)—				
May.....	29.75	30.00	29.70	30.00
July.....	29.25	29.30	29.10	29.30
LARD—(Per 100 lbs.)—				
May.....	16.70	16.72	16.57	16.72
July.....	16.82	16.87	16.72	16.85
RIBS—(Boxed, 25c. more than loose)—				
May.....	15.72	15.77	15.67	15.77
July.....	15.82	15.90	15.80	15.87

FRIDAY, FEBRUARY 16, 1917.

	Open.	High.	Low.	Close
PORK—(Per bbl.)—				
May.....	29.75	29.95	29.70	\$29.95
July.....	29.25	29.30	29.07	\$29.30
LARD—(Per 100 lbs.)—				
May.....	16.67	16.70	16.62	16.70
July.....	16.75	16.85	16.72	16.82
RIBS—(Boxed, 25c. more than loose)—				
May.....	15.72	15.75	15.65	15.75
July.....	15.77	15.85	15.77	15.85

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	20	@25
Native Sirloin Steaks.....	25	@28
Native Porterhouse Steaks.....	30	@35
Native Pot Roasts.....	16	@18
Rib Roasts from light cattle.....	14	@18
Beef Stew.....	12	@14
Boneless Corned Briskets, Native.....	18	@20
Corned Rumps, Native.....	18	@18
Corned Ribs.....	14	@14
Corned Flanks.....	12 1/4	@12 1/4
Round Steaks.....	18	@25
Round Roasts.....	16	@18
Shoulder Steaks.....	18	@20
Shoulder Roasts.....	16	@18
Shoulder Neck End, Trimmed.....	14	@14
Rolls Roast.....	16	@18

## Lamb.

Hind Quarters, fancy.....	25	@28
Fore Quarters, fancy.....	22	@26
Legs, fancy.....	25	@28
Stew.....	14	@18
Chops, shoulder, per lb.....	20	@20
Chops, rib and loin, per lb.....	35	@35
Chops, French, each.....	15	@15

## Mutton.

Legs.....	18	@22
Stew.....	14	@16
Shoulders.....	16	@18
Hind Quarters.....	18	@22
Fore Quarters.....	14	@16
Rib and Loin Chops.....	28	@30
Shoulder Chops.....	18	@20

## Pork.

Pork Loins.....	22	@24
Pork Chops.....	24	@25
Pork Shoulders.....	18	@18
Pork Tenderloins.....	38	@38
Pork Butts.....	21	@21
Spare Ribs.....	18	@18
Hocks.....	14	@14
Pigs' Heads.....	10	@10
Leaf Lard.....	20	@20

## Veal.

Hind Quarters.....	22	@25
Fore Quarters.....	14	@18
Legs.....	22	@25
Breasts.....	18	@18
Shoulders.....	18	@20
Cutlets.....	35	@35
Rib and Loin Chops.....	28	@30

## Butchers' Offal.

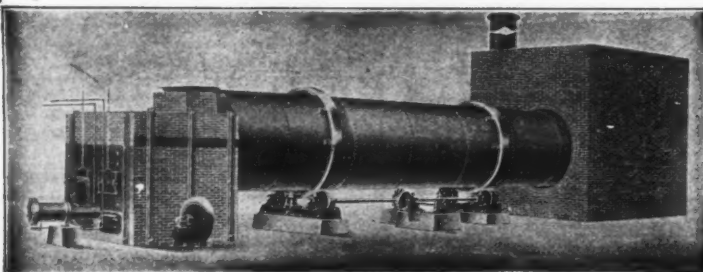
Suet.....	12	@12
Tallow.....	5	@5
Bones, per cwt.....	75	@75
Calfskins, 8 to 15 lbs.....	30	@30
Calfskins, under 18 lbs. (deacon's).....	75	@75
Klips.....	20	@20

## STERNE &amp; SON CO.

## Just Brokers

Tallow, Grease, Stearine  
Animal and Vegetable Fats and Oils  
Postal Tel Bldg. ChicagoWatch Page 48 for  
Business Chances

## DRYERS AND CONTINUOUS PRESSES

Economical Efficient  
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.  
68 William St., - - New York

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	15 @ 10
Good native steers	14 @ 15
Native steers, medium	13 @ 14
Heifers, good	13 @ 14
Cows	10 1/2 @ 12 1/2
Hind Quarters, choice	18 @ 18
Fore Quarters, choice	13 @ 13

Beef Cuts.	
Beef Tenderloins, No. 1.	25 @ 35
Beef Tenderloins, No. 2.	25 @ 35
Steer Loins, No. 1.	22 @ 22
Steer Short Loins, No. 1.	25 @ 35
Steer Short Loins, No. 2.	22 @ 22
Cow Loins	13 @ 18
Steer Loin Ends (hps)	20 @ 20
Cow Short Loins	13 1/2 @ 17
Cow Loin Ends (hps)	15 @ 15
Strip Loins, No. 3.	19 @ 19
Steer Ribs, No. 1.	18 @ 18
Steer Ribs, No. 2.	18 @ 18
Cow Ribs, No. 1.	15 @ 15
Cow Ribs, No. 2.	12 1/2 @ 13
Cow Ribs, No. 3.	11 @ 11
Rolls	13 @ 13
Steer Rounds, No. 1.	14 @ 14
Steer Rounds, No. 2.	14 @ 14
Cow Rounds	12 @ 12
Flank Steak	15 1/2 @ 15 1/2
Rump Butts	12 @ 12
Steer Chucks, No. 1.	12 @ 12
Steer Chucks, No. 2.	12 @ 12
Cow Chucks	10 1/2 @ 10 1/2
Boneless Chucks	10 1/2 @ 10 1/2
Steer Plates	10 1/2 @ 10 1/2
Medium Plates	10 1/2 @ 10 1/2
Briskets, No. 1.	13 @ 13
Briskets, No. 2.	12 @ 12
Shoulder Clods	13 1/2 @ 13 1/2
Steer Navel Ends	11 @ 11
Cow Navel Ends	9 @ 9
Fore Shanks	7 @ 7
Hind Shanks	6 @ 6
Hanging Tenderloins	12 @ 12
Trimnings	9 1/2 @ 9 1/2

Beef Offal.	
Brains, per lb.	6 1/2 @ 8
Hearts	9 @ 10
Tongues	17 @ 17
Sweetbreads	23 1/2 @ 25
Ox Tail, per lb.	8 @ 9
Fresh Tripe, plain	8 @ 9
Fresh Tripe, H. C.	7 1/2 @ 7 1/2
Livers	6 1/2 @ 9
Kidneys, per lb.	7 1/2 @ 7 1/2

Veal.	
Heavy Carcass, Veal	12 1/2 @ 14 1/2
Light Carcass	18 @ 18 1/2
Good Carcass	19 @ 20
Good Saddles	20 @ 22
Medium Racks	13 @ 13
Good Racks	16 1/2 @ 17

Veal Offal.	
Brains, each	7 @ 8
Sweetbreads	45 @ 45
Calf Livers	22 @ 23
Heads, each	25 @ 25

Lambs.	
Good Caul Lambs	19 1/2 @ 19 1/2
Round Dressed Lambs	21 1/2 @ 21 1/2
Saddles, Caul	22 @ 22
R. D. Lamb Fores	20 @ 20
Caul Lamb Fores	20 @ 20
R. D. Lamb Saddles	24 @ 24
Lamb Fries, per lb.	20 @ 20
Lamb Tongues, each	4 @ 4
Lamb Kidneys, per lb.	15 @ 15

Mutton.	
Medium Sheep	17 @ 17
Good Sheep	19 @ 19
Medium Saddles	18 @ 18
Good Saddles	21 @ 21
Good Fores	17 @ 17
Medium Racks	16 @ 16
Mutton Legs	18 1/2 @ 18 1/2
Mutton Loins	15 @ 15
Mutton Stew	12 1/2 @ 12 1/2
Sheep Tongues, each	4 @ 4
Sheep Heads, each	7 @ 9

Fresh Pork, Etc.	
Dressed Hogs	14 @ 14 1/2
Pork Loins	21 @ 21 1/2
Leaf Lard	21 @ 21
Tenderloins	35 @ 35
Spare Ribs	16 @ 16
Butts	20 @ 20
Hocks	13 @ 13
Trimnings	16 1/2 @ 16 1/2
Extra Lean Trimnings	18 1/2 @ 18 1/2
Tails	10 @ 10
Snouts	8 1/2 @ 8 1/2
Pigs' Feet	6 @ 6
Pigs' Heads	9 @ 9
Blade Bones	9 @ 9
Blade Meat	9 1/2 @ 9 1/2
Cheek Meat	13 1/2 @ 13 1/2
Hog Livers, per lb.	4 1/2 @ 5
Neck Bones	6 @ 6
Skinned Shoulders	17 @ 17
Pork Hearts	10 @ 10
Pork Kidneys, per lb.	10 @ 10
Pork Tongues	18 @ 18
Slp Bones	9 @ 9
Tail Bones	8 @ 8
Brains	7 1/2 @ 8
Backfat	17 @ 17
Hams	19 1/2 @ 19 1/2
Calas	15 1/2 @ 15 1/2

Bellies	18 @ 18
Shoulders	15 @ 15

SAUSAGE.	
Columbia Cloth Bologna	13 @ 13
Bologna, large, long, round, in casings	13 @ 13
Choice Bologna	14 1/2 @ 14 1/2
Frankfurters	16 1/2 @ 16 1/2
Liver, with beef and pork	17 @ 17
Tongue	15 1/2 @ 15 1/2
Minced Sausage	22 1/2 @ 22 1/2
New England Sausage	22 1/2 @ 22 1/2
Prepared Luncheon Sausage	17 1/2 @ 17 1/2
Special Compressed Sausage	17 1/2 @ 17 1/2
Berliner Sausage	15 @ 15
Oxford Lean Butts	15 @ 15
Polish Sausage	16 1/2 @ 16 1/2
Garlic Sausage	18 1/2 @ 18 1/2
Country Smoked Sausage	18 1/2 @ 18 1/2
Country Sausage, fresh	17 @ 17
Pork Sausage, bulk or link	17 1/2 @ 17 1/2
Pork Sausage, short link	31 @ 31
Boneless lean butts in casings	22 1/2 @ 22 1/2
Luncheon Roll	17 @ 17
Delicatessen Loaf	10 1/2 @ 10 1/2
Jellied Roll	31 1/2 @ 31 1/2

Summer Sausage.	
Best Summer H. C. (new)	28 1/2 @ 28 1/2
German Salami	30 1/2 @ 30 1/2
Italian Salami (new goods)	23 @ 23
Holsteiner	20 1/2 @ 20 1/2
Mettwurst	25 @ 25
Farmer	31 @ 31
Cervelat, new	31 @ 31

Sausage in Brine.	
Bologna, kitta	2.35 @ 2.35
Bologna, 1/2 @ 1/2	2.35 @ 2.35
Pork link, kitta	2.25 @ 2.25
Pork links, 1/2 @ 1/2	2.90 @ 2.90
Polish sausage, kitta	2.25 @ 2.25
Polish sausage, 1/2 @ 1/2	2.90 @ 2.90
Frankfurts, kitta	2.15 @ 2.15
Frankfurts, 1/2 @ 1/2	2.90 @ 2.90
Blood sausage, kitta	1.80 @ 1.80
Blood sausage, 1/2 @ 1/2	2.35 @ 2.35
Liver sausage, kitta	1.80 @ 1.80
Liver sausage, 1/2 @ 1/2	2.35 @ 2.35
Head cheese, kitta	1.80 @ 1.80
Head cheese, 1/2 @ 1/2	2.35 @ 2.35

VINEGAR PICKLED GOODS.	
Pickled Pigs' Feet, in 200-lb. barrels	12.50 @ 12.50
Pickled Plain Tripe, in 200-lb. barrels	13.25 @ 13.25
Pickled H. C. Tripe, in 200-lb. barrels	15.00 @ 15.00
Pickled Ox Lips, in 200-lb. barrels	21.00 @ 21.00
Pickled Pork Snouts, in 200-lb. barrels	21.00 @ 21.00
Sheep Tongues, Short Cut, barrels	— @ —

CORNED, BOILED AND ROAST BEEF.	
No. 1, 2 doz. to case	2.15 @ 2.15
No. 2, 1 or 2 doz. to case	4.15 @ 4.15
No. 6, 1 doz. to case	14.50 @ 14.50
No. 14, 1/2 doz. to case	41.50 @ 41.50

EXTRACT OF BEEF.	
2-oz. jars, 1 doz. in box	2.25 @ 2.25
4-oz. jars, 1 doz. in box	5.70 @ 5.70
8-oz. jars, 1/2 doz. in box	10.75 @ 10.75
16-oz. jars, 1/2 doz. in box	20.00 @ 20.00

BARRELED BEEF AND PORK.	
Extra Plate Beef, 200-lb. barrels	29.00 @ 29.00
Plate Beef	28.00 @ 28.00
Prime Mess Beef	— @ —
Mess Beef	— @ —
Beef Hams (220 lbs. to bbl.)	11 1/2 @ 11 1/2
Rump Butts	23.50 @ 23.50
Mess Pork	34.50 @ 34.50
Clear Fat Backs	35.50 @ 35.50
Family Back Pork	35.00 @ 35.00
Bean Pork	32.00 @ 32.00

LARD.	
Pure lard, kettle rendered, per lb., tes.	18 1/2 @ 18 1/2
Pure lard	18 @ 18
Lard, substitute, tes.	14 1/2 @ 14 1/2
Lard compounds	14 1/2 @ 14 1/2
Cooking oil, per gal., in barrels	1.04 @ 1.04
Cooks' and bakers' shortening tubs	18 @ 18
Barrels, 1/2 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 80 lbs., 1/2 c. to 1 c. over tierces.	18 @ 18

BUTTERINE.	
1 to 6, natural color, solids, f. o. b. Chi.	16 @ 24
Cartons, rolls or prints, 1 lb.	17 @ 25
Cartons, rolls or prints, 2 @ 5 lbs.	16 1/2 @ 24 1/2
Shortenings, 30 @ 60 lb. tubs	13 @ 16

DRY SALT MEATS.	
(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	18 1/2 @ 18 1/2
Clear Bellies, 18 @ 20 avg.	18 1/2 @ 18 1/2
Rib Bellies, 20 @ 25 avg.	17 1/2 @ 17 1/2
Fat Backs, 10 @ 12 avg.	16 1/2 @ 16 1/2
Fat Backs, 12 @ 14 avg.	16 1/2 @ 16 1/2
Fat Backs, 14 @ 16 avg.	17 1/2 @ 17 1/2
Extra Short Ribs	18 1/2 @ 18 1/2
Extra Short Ribs	18 1/2 @ 18 1/2
Butts	18 @ 18
Bacon meats, 1 1/2 c. more	14 1/2 @ 14 1/2

WHOLESALE SMOKED MEATS.	
Hams, 12 lbs., avg.	21 1/2 @ 21 1/2
Hams, 16 lbs., avg.	21 1/2 @ 21 1/2
Skinned Hams	23 1/2 @ 23 1/2
Calas, 4 @ 6 lbs., avg.	16 @ 16
Calas, 6 @ 12 lbs., avg.	16 @ 16
New York Shoulders, 8 @ 12 lbs., avg.	19 @ 19
Breakfast Bacon, fancy	27 1/2 @ 27 1/2
Wide, 6 @ 8 avg., and strip, 5 @ 4 avg.	22 @ 22
Wide, 6 @ 8 avg., and strip, 5 @ 4 avg.	22 @ 22
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.	19 @ 19
Dried Beef Sets	30 1/2 @ 30 1/2

Dried Beef Insides	33 1/2 @ 33 1/2
Dried Beef Knuckles	30 @ 30
Dried Beef Outsides	29 1/2 @ 29 1/2
Regular Boiled Hams	31 @ 31
Skinned Boiled Hams	32 @ 32
Boiled Calas	21 @ 21
Cooked Loin Rolls	33 @ 33
Cooked Rolled Shoulder	22 @ 22

SAUSAGE CASINGS.	
F. O. B. CHICAGO.	
Beef rounds, per set	14 @ 14
Beef exports, rounds	20 @ 20
Beef middles, per set	40 @ 40
Beef bungs, per piece	15 @ 15
Beef weasands	7 1/2 @ 7 1/2
Beef bladders, medium	60 @ 60
Beef bladders, small, per doz.	80 @ 80
Hog casings, free of salt	70 @ 70
Hog middles, per set	15 @ 15
Hog bungs, export	18 @ 18
Hog bungs, large	7 1/2 @ 7 1/2
Hog bungs, prime	9 @ 9
Hog bungs, narrow	3 @ 3
Hog stomachs, per piece	6 @ 6
Imported wide sheep casings	— @ —
Imported medium wide sheep casings	— @ —
Imported medium sheep casings	— @ —

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.	
Dried blood, per unit	4.10 @ 4.15
Hoof meal, per unit	3.75 @ 3.80
Concentrated, tankage, ground	3.75 @ 3.80
Ground tankage, 11%	4.00 @ 4.05
Ground tankage, 9 and 20%	3.90 @ 3.95
Crushed tankage, 9 and 20%	3.60 @ 3.65
Ground tankage, 6% and 30%	28.00 @ 30.00
Ground raw bone, per ton	28.00 @ 29.00
Ground steam bone, per ton	23.50 @ 24.50

HORNS, HOOFS AND BONES.	
Horns, No. 1, per ton	100.00 @ 175.00
Horns, black, per ton	40.00 @ 45.00
Horns, striped, per ton	40.00 @ 45.00
Horns, white, per ton	45.00 @ 50.00
Flat shin bones, 40 lbs. ave., per ton	65.00 @ 70.00
Round shin bones, 38-40 lbs., av. per ton	60.00 @ 70.00
Round shin bones, 50-52 lbs., av. per ton	75.00 @ 80.00
Long thigh bones, 90-95 lbs., av. per ton	110.00 @ 120.00
Skulls, jaws and knuckles, per ton	35.00 @ 40.00

LARD.	
Prime steam, cash	16.37 1/2 @ 16.37 1/2
Prime steam, loose	16.10 @ 16.10
Leaf	15 1/2 @ 15 1/2
Compound	13 1/2 @ 13 1/2
Neutral lard	18 @ 18 1/2

STEARINES.	
Prime oleo	12 1/2 @ 13
Tallow	— @ —
Grease, yellow	10 1/2 @ 10 1/2
Grease, A white	11 1/2 @ 12

OILS.	
Oleo oil, extra	20 @ 21
Oleo oil, No. 2	18 @ 19
Oleo stock	16 @ 17
Linseed, bbis.	— @ —
Corn oil, loose	10 1/2 @ 10 1/2
Soya bean oil, loose, f. o. b. Coast	9 1/2 @ 9 1/2

TALLOW.	
Edible	12 1/2 @ 12 1/2
Prime Country	11 1/2 @ 11 1/2
Packers' Prime	11 1/2 @ 11 1/2
Packers' No. 1	11 1/2 @ 11 1/2
Packers' No. 2	9 1/2 @ 10 1/2

GREASES.	
White, choice	11 1/2 @ 11 1/2
White, "A"	11 1/2 @ 11 1/2
White, "B"	10 1/2 @ 11
Bone	— @ —
Crackling	10 1/2 @ 11
House	9 1/2 @ 10 1/2
Yellow	10 1/2 @ 10 1/2
Brown	9 1/2 @ 10
Glycerine, C. P.	55 @ 55
Glycerine, dynamite	54 @ 55
Glycerine, crude soap	38 1/2 @ 40
Glycerine, candle	42 @ 42

COTTONSEED OILS.	
P. S. Y., loose	88 1/2 @ 89
P. S. Y., soap grade	86 @ 87
Soap stock, bbis., concn., 62 @ 65% f. a. u.	— @ 5 1/2
Soap stock, loose, reg., 50% r. f. a. u.	— @ 3 1/2

COOPERAGE.	
Ash pork barrels, black iron hoops	1.25 @ 1.30
Oak pork barrels, black iron hoops	1.30 @ 1.35
Ash pork barrels, galv. iron hoops	1.55 @ 1.55
Red oak lard tierces	1.87 1/2 @ 1.90
White oak lard tierces	2.00 @ 2.05
White oak ham-curing tierces, g. l. hoops	2.50 @ 2.50

CURING MATERIALS.	
Refined saltpetre	31 @ 35
Refined nitrate of soda, car lots f. o. b. N. Y.	5 @ 5 1/2
Boracic acid, crystal to powdered	11 1/2 @ 11 1/2
Borax	0 1/2 @ 7 1/2
Sugar—	
White, clarified	6 1/2 @ 6 1/2
Plantation, granulated	6 @ 6
Yellow, clarified	6 1/2 @ 6 1/2

F. o. b. Chicago.		
Salt—		
Ashton, in sacks, 224 lbs.	2.70	@ 2.70
Ashton, car lots, per sack	2.00	@ 2.00
English packing, T. H. & Co., car lots, per sack	—	@ —
English packing, Cheshire, car lots, per sack	—	@ —
English packing, pure dried, vacuume, per sack	—	@ —
English packing, Liverpool ground alum, per sack	—	@ —
Michigan, granulated, car lots, per ton	8.20	@ 8.20
Michigan, medium, car lots, per ton	6.70	@ 6.70
Prices f o. b. Chicago.		

# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### Some Things That Help to Build Up a Successful Business

By a Veteran Retailer.

"Everything seems to go dead wrong to-day," is an expression frequently heard. And when such a day comes around to Mr. Shop Keeper, and he's a bit of a crank and has a "grouch" on, it's apt to be very costly to him before the day is over.

Naturally the question arises, what has that to do with the shop butcher? Lots, Archibald, lots. The crank or grouch has no place in the business world to-day, no matter what goes wrong with him.

When his customers come to his store with the intention of buying goods and leaving their money with him—thereby showing a preference for his store and passing many others to come to him—they are most assuredly entitled to all the courteous consideration that it is possible to show them. And this is so, even if it were not true that 95 per cent of his business is done with the female of the species, who demand this attention as their right.

The woman who buys 15 cents worth of stew meat is just as important in her own eyes as the boarding house mistress who buys \$15 worth. Everybody demands courtesy as their right, irrespective of how much or how little they buy, and if they do not receive it in one store, they will very quickly go where they will receive it.

Courtesy costs nothing, and is an extremely valuable asset for any store keeper, and he should dispense it freely right and left. When he starts in to do business for the day all outside affairs must be laid aside. If he was up half the night playing pinochle, and is tired or grumpy, or if something has gone wrong at home, he must act as though such things never had been.

If he is not able to completely master himself, he is far better off to take a half day and finish his sleep, or not go behind the counter at all. The average customer, particularly a woman, "senses" something unusual, and if she happens to have a bit of a grouch herself, which frequently happens, the butcher is going to lose a customer right then and there.

#### Bad Manners Never Build up Trade.

And even if it is not a regular customer, but just a shopper, the same thing holds. It's very bad business to be abrupt to a stranger, for one never knows when she will be a customer, and a mighty good one at that. And there's no telling how many friends she may have who will eventually be customers also, particularly if she happens to be a sort of leader in her set. These women take a great pride in influencing their friends, and that works both ways, meaning that she would be just as quick if not quicker to influence her friends to stay away from a store for the slightest grievance, real or imaginary.

And the harm this can do is very serious indeed. The writer knows of an instance

where the mother, a married daughter, two daughters-in-law and three intimate friends of the family traded with the one butcher for over a year. They were all fairly good customers, averaging about \$10 a week each.

A slight misunderstanding with one of them, where the butcher lost his temper under great provocation, and all seven of these customers left him on the same day. This was a loss of \$70 a week, almost \$300 a month, or \$3,600 a year. And all because the butcher was not diplomatic enough to keep his temper and smile, even though everything did seem to go dead wrong that day.

Where a customer is concerned, any time the butcher is right, he's wrong. Rather paradoxical, but true just the same. One can never tell what's going to happen with a customer or a shopper. Much depends on first impressions, and that goes for both of the above.

And what is of just as much importance is that the employee must also be courteous and cheerful, because much of the prosperity of a business depends on him. It requires good judgment on the proprietor's part in selecting help, and when they are "right" and he is right, and he handles "quality goods," that business will grow by leaps and bounds.

#### Secret of Success of the Big Stores.

That is what made the big department stores grow, because if they had not improved on the methods of the ordinary store they would never have grown. Almost 99 per cent of their customers are women, and for that reason they demand from their help unflinching courtesy to every person of any age, sex or color who enters their doors. That their methods of doing business must be the right ones is proven without a doubt, because their business grows larger daily.

And what goes for a big department store, goes also for any small business, from a peddler's push cart to a first-class meat market. And not alone does it pay to be courteous and polite to the customers, but also to the employees. It is perfectly natural for them to treat others as they are treated, and the attitude of the head of the establishment is reflected in the demeanor of his help. So when a customer is being served and the employee who is waiting on her is properly trained, he will be able to suggest, advise and assist her in her marketing.

#### One Example of Convenience.

Women as a rule appreciate this, if it is done in the proper manner, and the volume of the day's sales can be materially increased. That is why it is good business for a meat shop to have side lines, such as canned goods, butter and eggs, fish, fruits and vegetables.

The customer vastly prefers to do all her marketing under one roof, whenever it is con-

venient to do so, particularly in stormy weather. And any shop, no matter how small, has always sufficient room to keep most of these side lines without additional rent, help, or light, and a most satisfactory profit is derived from them.

In former years it was the exception for the butcher to sell anything but meats. To-day side lines are almost universal; which is as it should be, because the sale of these side lines, besides being profitable, bring new trade all the time.

The higher the class of goods, the better the class of trade, and as the purchasing public knows that all foodstuffs are very high, they are perfectly willing to pay the price for the best. The up-to-date shop keeper is wise enough to give them their money's worth. It takes but a short time for an intelligent man to learn the wants of his customers, and gain their respect and confidence; and having once gained it, never to abuse it.

#### How to Establish a Hold on Trade.

The only way to do that is to handle quality goods, week in and week out, regardless of prices, scarcity, market conditions, weather or anything else. No matter what the customer buys, she knows that she can depend absolutely on its being the best and freshest of its kind, from a piece of suet to a ril roast. And once a clientele of that kind is gained, the business practically runs itself. There is nothing to be gained, and much to be lost, by putting in inferior goods for even one day.

It is a pleasure for the purchaser to enter such a store. Everything is fresh and bright, the men are cheerful and polite, they wear immaculate white gowns and aprons, and a smile that won't come off. They are tactful enough to make every woman who enters believe that she was being waited for when she hears the pleasant "Good morning; what can we do for you to-day?"

The effort to please is so plainly shown, and her order is so promptly delivered to her house, that she is delighted with her butcher and does all she can to bring her friends around also. To her an argument or discussion with her dealer is unknown. She is not urged to take any thing she does not want or need, as is the case so frequently when the unwise butcher may have an over-supply of one article, and be short on another, and he tries to even up things by urging a roast of beef when a leg of lamb is asked for. The right kind of a man does not do that kind of thing. Hence his prosperity. L. A.

#### MINNEAPOLIS BUTCHERS ENTERTAIN.

The annual grand ball of the Minneapolis Retail Meat Dealers' Association was held Thursday evening, February 8, at the Elks Hall. The affair was the most successful and enjoyable ever held in the Twin Cities. There were several hundred people present, including all of the prominent butchers of Minneapolis. The officers worked hard and stopped at no expense to insure success. Ar-



rangements were made whereby the celebrated Elks Glee Club, consisting of twenty-five Elks, gave several songs which were heartily enjoyed by those present. The Elks extended the courtesies of the entire club House to those present. Great deal of credit for the success of this affair must be accorded to the officers of the association. G. G. Fageros headed the committee; J. W. Bowen, president; C. A. Gause, vice-president; Elmer Eck, second vice-president; B. H. Dressen, secretary, and Henry Kraft, treasurer. There is no doubt that the success of this ball will have a tendency to bring into the association many a live butcher, who was impressed with the manner in which the affair was handled.

#### LOCAL AND PERSONAL.

John Dasback has purchased W. N. Kendrick's meat and grocery market at 623 Pike avenue, Baring Cross, Ark.

Harry Havey, who recently sold out his business in Presque Isle, Me., will open a fish, meat and grocery market on State street, Presque Isle, with Mr. Fernald as partner.

The meat market at St. Johnsbury, Vt., conducted by Beauregard Bros., has been destroyed by fire.

Frederick M. Stodder, formerly in the provision business, died at his home, 10 Tower street, Somerville, Mass., from congestion of the lungs.

Mrs. R. C. Jones has sold her meat market in Suffield, Conn., to her son, Paul W. Jones.

Emory J. Schonvisky, a butcher, died at his home, 189 Garfield street, Morrellville, Pa., from a complication of diseases.

Erskine H. Truesdell, in the meat business at Palmer, Mass., for twenty-eight years, has sold out and will retire.

The Retail Butchers' Association of Pittsburgh, Pa., held their annual ball and euchre at the Fort Pitt Hotel Wednesday evening, February 7.

The New California Market, Stockton, Cal., will move to a new location on Hunter street.

The Gratiot Central Market Company, Detroit, Mich., has increased its capital stock from \$75,000 to \$100,000.

A new butcher shop has been opened at Charlotte, Mich., by Pettie & Milks.

Chas. Dorias has closed his meat and grocery establishment in Marquette, Mich., and will not resume business until price conditions settle down.

W. A. Dunham has disposed of his City Meat Market in Beloit, Kas., to Dan A. Michael.

L. R. Pittser has purchased the City Meat Market, Oswego, Kas., from T. B. Woodford. Ross Brothers have opened their Sanitary Meat Market in Halstead, Kas.

Earl Hamilton has sold his meat market in Baxter, Iowa, to W. H. Walker.

Henry Davis will open a meat market at Dallas, Iowa.

Charles Vanderloo sold his meat market in Dedham, Iowa, to his brother, Arnold Vanderloo.

H. P. Moore's meat market in Stuart, Iowa, has been sold to L. M. Diebold.

A half interest in the East Side Market, Winterset, Iowa, has been sold by L. M. Briggs to T. P. Ware.

Hans Sotrhaug bought a meat business in Motley, Minn.

Charles Herda will open a meat market in Lawton, N. D.

Frank De Noma and C. E. Fields opened a meat market in Monroe, S. D.

Arthur Lambert has purchased the meat market in Fairchild, Wis., formerly conducted by Smith and Shipman.

A meat market will be opened in Greenleaf, Wis., by Joseph Pitch.

Henry Streiff bought the grocery and meat business of Clifford Wisell in Monroe, Wis.

Reinholdt Siltz will open a grocery and meat market at the corner of Wolff street and Douglas avenue, Racine, Wis.

H. E. Anderson bought the Mullen meat market in Viroqua, Wis.

William Ficke has charge of the meat department of the Compton store, in Blair, Neb.

J. E. Buns is about to begin the erection of a meat market in Titonka, Ia.

W. S. Kesler has purchased the Crescent meat market in Lawton, Okla.

A. G. Westenberger, of the Palace meat market, Vinita, Okla., has purchased the Empire meat market from Ed. Bond and Ben Williams.

Bruce Clark has purchased the City meat market, Alta Vista, Kas., from W. J. Ascher.

Chas. Kaup and Roy Chapman have purchased the butcher shop in Riley, Kas., of P. W. Griffin.

A. B. Carlson bought the grocery and meat business in Williams Bay, Wis., formerly conducted by Leo Host.

Albert Christenson sold his interest in Holdsworth & Company's meat market at New Sharon, Iowa, to A. J. Kiser.

The meat firm of Mehrton & Whitesell have closed their shop at Lincoln, Ill.

John Denbeck, who sold the Wayne Cash Market in Wayne, Neb., has gone to Laurel, Neb., and will engage in the meat business there.

The meat market in Thayer, Neb., conducted by Mr. Grobe, has been closed.

It is reported that a meat market will be opened in Redgranite, Wis., by Ed. Weber.

Ed. Faytinger has purchased the interest of John Becak in the meat market in David City, Neb., conducted by Faytinger Bros. & Becak.

A meat market will be opened in Thayer, Neb., by Joseph Hower and will be managed by George Lockwood.

G. VanAllsburg, proprietor of the Pioneer meat market in Fremont, Mich., has purchased the Central Market from A. T. Pearson, and will conduct both markets.

The Chas. S. Jones Sanitary Market Company, Bangor, Maine, to conduct a wholesale and retail business in fish, groceries, meats and provisions of all kinds, has been incorporated with a capital stock of \$25,000.

Fred Harmon has disposed of his meat market in Pine City, Wash., and is engaging in the grocery business.

Milt Campbell has purchased the Royal grocery and meat market, Washington, Ia.

A. J. Deem has purchased the meat and grocery business in Bucklin, Kas., of the United Stores.

Curtright & Edson will open a meat market in the old Grobe building, Thayer, Neb.

The grocery and meat market at Buffalo, Kas., conducted by Wood & Wood, has been purchased by Brown & Morris.

A meat market has been opened in Buffalo, Kas., by J. E. Ballard.

S. W. Hopper has purchased a meat market in Rocky, Okla.

The Portal Meat Company, Portal, N. D., has been dissolved. John Swennumson has sold his interest to Charles Bicker, who will continue the business under the old name.

J. Crone has purchased a meat and grocery market in East Moline, Ill.

Newt Kennedy's meat market in New Cambria, Mo., has been destroyed by fire.

#### MOBILIZE MEAT TRADE FOR WAR.

(Concluded from page 15.)

navy should you feel that national industrial organization along the lines followed in Europe may become necessary. We are mobilized industrially, and every advantage of organization and equipment is ready for the best interests of our country and its defenders.

THOMAS E. WILSON,  
President, Wilson & Company.

"Napoleon said, 'An army travels on its belly,'" Mr. Wilson said. "That axiom is as true today as it ever was. No one can discount the vast importance of the services of the entire packing industry, should events so shape themselves as to demand those services.

"The problem of industrial preparedness is solved in this country today. The steel industry was never so thoroughly organized. The same is true of the manufacture of munitions. The commissary departments of the army and navy will find in the packing industry vast organizations—armies in themselves—ready at hand to sustain our forces in the field as no armies or navies have ever before been sustained. The meat-packing and food product industries can be mobilized in this national service without a hitch.

"Not only are they ready to render full service on an hour's notice to the military and naval forces of our country, but to continue serving the civilian population without a break. I venture to say that at no period in the history of any nation has the food question—particularly as it applies to the meat industry—been less of a problem in case of war.

"Naturally, our strongest hopes are for peace. But if war cannot be avoided with honor, and our army and navy must be enormously increased, the President of the United States will find in organizations such as those of the meat packing industry a prompt solution of the difficulties usually confronting army and navy commissary departments in such circumstances.

"Not only do our organizations comprise men who are expert in the preparation of meat food products, but in addition to the packing industries have thousands of men of years of experience in distributing such products speedily to any desired point. The transportation men of the packing industry know how to work quickly in co-operation with railway men. The United States today thus has the largest organization in the world for the preparation and distribution of food products, and I am safe in saying that the packing industry is prepared and ready to answer the utmost demands that can be made upon it.

"This nation has right to demand the best and biggest brains in the industrial field. None of these men are so big that they will not be proud to make every effort to aid their country, whether these efforts are personal or otherwise. That is why I sent my telegram to President Wilson at Washington."

# New York Section

Archibald Bunt, of Swift & Company's construction department at Boston, was in New York this week.

Swift & Company's sales of beef in New York City for the week ending February 10 averaged as follows: Domestic beef, 13.84 cents per pound.

Fred A. Hart, president of F. A. Hart & Company, of Chicago, the well-known sausage casings and packers' supplies house, was in New York during the past week calling on his friends in the trade.

The Manhattan Sanitary Inspection Association will hold its annual meeting on Tuesday evening, February 20, to be followed by a beefsteak dinner at Healy's, Columbus avenue and Sixty-sixth street.

The funeral of William Simonson, a retired butcher of Brooklyn, took place on Sunday last. Mr. Simonson died at the home of his son in Westbury, L. I., on the previous Friday. He was born in the latter town seventy-nine years ago.

Patrick F. Smith died Tuesday at his home, 79 Congress street, Brooklyn. He was born in Brooklyn and was in his forty-third year. He was engaged for twenty-two years in the butcher business in Hicks street under the firm name of Smith & Schneider.

F. B. Gifford, purchasing agent for Armour & Company at Chicago, George A. Venard, of the Armour Fertilizer Works, T. J. McCormick, of the soap works, and Charles A. Davidson, of the soda fountain department, were visitors to Armour headquarters in New York this week.

Dr. J. J. Hayes, chief inspector for the Manhattan Sanitary Inspection Association, and former assistant chief government inspector in New York, has been appointed assistant to Superintendent Turner, of the New York Dressed Meat Company's plant on the West Side.

Arthur F. Gotthold and John E. Kennedy, receivers for the M. Zimmerman Company, sausage manufacturers, of 318 East Houston street and Philadelphia, have been authorized by Judge Manton to continue business for ten days, as a plan of reorganization is under way. Liabilities are \$692,000.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending February 10, 1917, by the New York City Department of Health: Meat—Manhattan, 2,607 lbs.; Brooklyn, 18,523 lbs.; Bronx, 4 lbs.; total, 21,134 lbs. Fish—Manhattan, 4,395 lbs.; Brooklyn, 63 lbs.; total, 4,458 lbs. Poultry and Game—Manhattan, 288 lbs.

L. J. Roversi, formerly manager of the hide and by-product department of the New York office of Wilson & Company, and now manager of the Tupman Thurlow Company, Inc., who are the sales representatives in this country for all hides, skins and other by-products shipped from a number of packing houses in South America, Australia, New Zealand, etc., announces the removal from their present address, 52 Broadway, to the Tribune Building, 154 Nassau street, New York City.

The nominating committee of the New York Butter and Egg Exchange has posted the following ticket which will be voted on at the annual election the first Tuesday in April: President, Harry Dowie; vice-presidents, First, William G. Lasher; second, Samuel K. Cohen; third, George Jacknowitz; treasurer, Louis Wisansky; Board of Governors, Alexander Moir, Max Kurtin, William S. Yearick, Samuel Meierfeld, George E. Sammis, Jacob Narzisenfeld, Frank G. Gaffney, Leo O. Spindler, Thomas Seckel, Benjamin Albert.

Karl Fulton Sulzberger, youngest son of the nine children of the late Ferdinand Sulzberger, will receive immediately his one-ninth share of \$1,350,000 left by his father according to a decision just reached in the Supreme Court by Justice Lehman. The youngest son sued through his mother on the ground that certain stock which his father had placed in trust for him had been sold. Under the terms of the trust, he said, he had a right to the proceeds at once. The trustees admitted he had a right to \$150,000, but said his mother ought first to give a bond. Justice Lehman holds that no bond is required.

## MEAT SITUATION IN THE U. S.

(Continued from page 17.)

readily determined for the United Kingdom.

During the first year, 1890-91, beef was 47 per cent of the total of these three classes of meat, and it rose to 58 per cent three years later, followed by decline to 54.3 per cent of the next year. In the more recent years of the period the percentage is about 55.

The relative position of mutton has declined in the later years of the 18-year period, so that in the latest year it is 22.3 per cent of the total of the three classes of meat, but during no year of the 18 did it go higher than 26.4 per cent, in 1892-93.

The sharp fluctuations of pork as an element of the total meat production indicate the uncertainty of the hog as well as its quick recuperating power. The highest fraction possessed by pork in the total meat production is 28.6 per cent in 1890-91, and the lowest fraction, 16.3 per cent, in 1893-94; but in more recent years the fraction has been about 20 to 25 per cent.

## OTHER COUNTRIES.

There are many countries for which meat consumption has been estimated by various

persons, but the details of their estimates are not obtainable. Necessarily they must have estimated the production of meat, and it would be possible to compute from their per capita average consumption the amount of the estimated production, after adding or subtracting the net result of the foreign trade.

In nearly all countries, however, this process would be confined to computing the total meat production without separation into beef, mutton and pork, and would be giving to the estimates more faith than they should receive. Many of them are presumably rough approximations. It is thought best, therefore, to confine the use of these estimates to consumption, their original purpose, and this use will appear on subsequent pages.

(To be continued)

## CHICAGO LIVESTOCK MARKETS.

(Continued from page 31.)

condition prevailed, making prices about 15@20c. lower for the two days. On Wednesday, with a lighter run than expected, strength again characterized the trade and the early part of the session prices were 5@10c. higher, but as is often the case, as soon as the Eastern order buyers were filled up, and the market left to the packers, they refused to follow the advance and the market closed about steady. Today's quotations are about as follows: Good to choice butchers, \$12.35@12.50, with an extreme top of \$12.55; bulk of mixed hogs sold from \$12.20@12.35, and inferior mixed \$12@12.15; pigs, \$10@10.75.

Up to a late hour Wednesday there was but little doing in sheep and lambs, but indications pointed to a steady to strong market, as compared with the previous session, and it seemed sure that at least 15c. would be paid for prime lambs. The early estimate of receipts daily is several thousand above what arrivals finally prove to be, and it seems impossible to imagine that there will be any bulge in sheep and lamb receipts from now on. Colorado and the Western Nebraska districts furnish a liberal portion of present supplies on all market and feeders from these sections will control the situation to a great extent from now on. We quote: Good to choice lambs, \$14.65@15; fair to medium, \$14@14.50; well woolled shearing lambs, \$13.75@14.25; cull lambs, \$12@13; fall shorn fat lambs, \$13.50@14; fresh shorn, \$12.50@13; good to choice light yearlings, \$13.75@14; medium fleshed and heavy yearlings, \$13@13.60; good to prime wethers, \$11.75@12; good to choice ewes, \$11.25@11.60; poor to medium, \$10@10.75, and culls, \$7@8.

## OMAHA LIVESTOCK MARKET.

(Continued from page 31.)

In sheep and lambs the trend of values has been upward notwithstanding fairly liberal receipts, 63,000 last week. Demand from packers has been keen, and there has been plenty of competition from feeder buyers, so that all grades and weights have found a good outlet at the stronger figures. Choice light Mexicans sold at \$14.50@14.60 today, the latter the high price of the year. Western lambs sold at \$14.15@14.30, and clipped lambs are quoted at \$11.50@12.75. Yearlings are bringing \$11.25@13.35, wethers \$9.50@11.25, and ewes, \$9.25@11.10.

# HEARN

West Fourteenth St., New York

## NO MEATS BUT EVERYTHING GROCERIES IN DRY GOODS LIQUORS AND APPAREL

### HIDE AND SKIN MARKETS.

(Concluded from page 30.)

at 22@23c. Middle Southern at 23c. and Northern Southern at 23½@24½c.

**CALFSKINS.**—The market has shown some activity this week, and a general better tone is noted all around. After weeks of inactivity a sale was made of about 5,000 to 6,000 New York cities 7-9 lbs. at \$4.50 and 9-12 lbs. at \$5. A sale was also noted of about 2,000 5-7 lbs. N. Y. cities at \$3.95. The market is in a firmer condition now than it has been for weeks and collectors report many inquiries. Some large sales of outside skins are reported made. Some lots of good outside skins are reported offered at \$3.75@4.25. A bid of 25c. under these prices for one lot of skins was declined.

**HORSE HIDES.**—The market is quiet although some sales have been reported from the west. Western dealers are talking advances, but tanners are not showing any great interest in offerings. Small lots of countries were sold at \$8.50@8.75. One lot of New York State hides sold at \$8.50. About 4,000 French hides which arrived recently have been reported sold. Similar lots of these hides are nominally quoted at \$11.

**DRY HIDES.**—The market continues to rule firm, but no great amount of activity is noted. The large sales late last week cleaned up most of the common varieties on spot, except some Bogotas, etc., which have arrived this week. In common varieties importers report many inquiries, and in most quarters they are holding for an advancement of 1c. over last sales. Bogotas last sold at 43c. on a basis for mountains. Tumacos at 42½c. and Columbians at 42c. Based on last sales of Bogotas at 43c., Orinocos are held firmly at 43c. Puerto Cabellos at 42½c. and Central Americans at 42c. Dealers generally are closely watching affairs at Washington and if certain plans of the government go through a general stiffening of the market is looked for in some quarters. There are some holdings of Peruvians on spot and holders are asking 1c. advance over last sales. About 800 dry salted Peruvians 34 lbs. average sold at 33c. A bid of 43½c. for one lot of Salvadors was declined. About 700 Haitians sold at 30c. flat for flints and 4c. less for dry salted. Chinas are quiet but firm. Best Hankows 10@24 lbs. are offered around 48@49c. with talk heard in some quarters of higher prices. Cables from the River Plate say that the market is firm, but confirmation of some rumored sales is not to be had. Some B. A.'s 30 per cent. twos are offered at 47c. Cordovas 15 per cent. No. 2's are offered at 48c. One lot of B. A. kips 5@6 kilos half hair and up is offered at 55½c. Brazils are slow and very little trading is noted. Last sales of Ceares was at 48c.

**WET SALTED HIDES.**—Cables from the Argentine state that there is a strong demand for all varieties of hides from Europe. Frigorificos are reported generally well sold up to March 1 to Europe, with the exception of one of the "Big 3," who is still a free lance. A sale is noted of 9,000 to 10,000 various Mata-

dero steers and cows at 24½@24¾c. These hides were sold to the United States. About 8,000 to 9,000 Rosarios, as reported in one quarter, sold at 23¾c. Six thousands Sansasina cows are reported sold at 37¾c. to this country. From 8,000 to 10,000 Armour Frigorifico steers sold at 40¾c. as figured out in some quarters. Two thousand Tucuman Matadero steers sold at 29¾c. Little trading is noted in spot lots. Holders are firm in their views. About 500 Brazils were sold from spot at 25½c. New York re-weights. Mexicans show some activity and several small lots of Campos on spot have been moved at prices ranging at 25@26c. About 2,500 Mexico city packers sold at 31c. Cubans are firm and importers report many inquiries for hides on spot. About 1,500 special Havana packer hides sold at 29¾c. An offering is noted of 500 Havana slaughter at 28½c. Sixteen hundred Havana regulars are offered at 26@26½c. One thousand Matadero Havana hides 40 to 45 lbs. are offered at 26c. About 500 Havana special packers are offered at 29¾c.

### Boston.

The hide market in Boston continues very quiet. Tanners are not making substantial offers for hides, but talk figures which are considerably below dealers' ideas. On the other hand, dealers feel that they are in a stronger position than they were two weeks ago. Ohio buffs are quoted at 23½@24½c., with the same conditions governing prices. The market on Southern hides is quiet. Dealers here have only a few offerings. Northern Southern all weights, free of ticks, are quoted at 25c., with extremes of the same description at 26c. Ticky hides from the Northern sections of the South are quoted at 23½@24c. for all weights. Far Southern are quoted from 22½@23c. Extremes are 1c. higher. Canadians, 20 and up, are offered at 25c. Tanners say that they are going to wait until shoe manufacturers show more interest before they purchase any more hides.


The general opinion is that things will be quiet until the middle of March.

Very few calfskins are being offered in the Boston market and dealers do not know what price to put upon them. They say that they think the market is around \$3.50 for 5/7's, but they do not know where they could go and sell skins at this price. The calfskin leather market has attracted a little more interest from shoe manufacturers recently, and although few big orders are placed there are several pending, which, if satisfactory terms can be agreed upon, will mean that tanners will have to enter the raw material market.

### REFRIGERATING ENGINEERS BUSY.

At the recent meeting of the council of the American Society of Refrigerating Engineers it was decided to establish branch associations of the society in Chicago, New York and St. Louis. George E. Wells, St. Louis, Mo., a vice-president of the society, has been delegated to handle the details of the branch in St. Louis, while J. F. Nickerson, Chicago, Ill., a member of the council, has been delegated to handle the details of organization of the branch in Chicago. The members of the council residing in New York City and vicinity will handle the details of organization there.

The ideas of the organization of branch associations are to furnish the membership an opportunity for greater co-operation in the work of the society, closer acquaintance among members, greater benefits from membership and the interesting of non-members in the efforts of the society and its branches, with a resulting increase in membership and usefulness. Van R. H. Greene has charge of the establishment of the New York City branch.



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## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers	.....	\$10.00@10.90
Oxen	.....	6.75@ 9.00
Bulls	.....	6.25@ 9.00
Cows	.....	4.50@ 7.75

## LIVE CALVES.

Live calves, common to choice, per 100 lbs.	.....	11.50@15.50
Live calves, Indiana	.....	7.00@ 9.75
Live calves, yearlings	.....	5.50@ 6.50
Live calves, culls, per 100 lbs.	.....	@10.50

## LIVE SHEEP AND LAMBS.

Live lambs, prime	.....	15.50@15.65
Live lambs, yearlings	.....	—@—
Live sheep, ewes	.....	7.00@10.50
Live sheep, culls	.....	—@—

## LIVE HOGS.

Hogs, heavy	.....	@13.00
Hogs, medium	.....	@13.00
Hogs, 140 lbs.	.....	@12.50
Pigs	.....	@12.00
Roughs	.....	@11.50

## DRESSED BEEF.

## CITY DRESSED.

Choice native heavy	.....	16 @16½
Choice native light	.....	15½ @16
Native, common to fair	.....	14½ @15

## WESTERN DRESSED BEEF.

Choice native heavy	.....	15½ @16
Choice native light	.....	15 @15½
Native, common to fair	.....	14½ @15
Choice Western, heavy	.....	15 @15½
Choice Western, light	.....	@14½
Common to fair Texas	.....	13½ @14½
Good to choice heifers	.....	13½ @14
Common to fair heifers	.....	@13
Choice cows	.....	12½ @13
Common to fair cows	.....	@12½
Fleshy Bologna bulls	.....	13 @13½

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@20	20 @21
No. 2 ribs	@18	18 @19
No. 3 ribs	@15	@17
No. 1 loins	@20	@22
No. 2 loins	@18	@20
No. 3 loins	@15	17 @18
No. 1 hinds and ribs	@17	18½ @19
No. 2 hinds and ribs	@16	17 @18
No. 3 hinds and ribs	@16	15½ @16½
No. 1 rounds	@14	@15
No. 2 rounds	@13½	@14
No. 3 rounds	@13	@13½
No. 1 chucks	@14	@15½
No. 2 chucks	@13½	@14½
No. 3 chucks	@12½	@13½

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	21 @22
Veals, country dressed, per lb.	19 @20
Western calves, choice	@21
Western calves, fair to good	@17
Grassers and buttermilks	@13

## DRESSED HOGS.

Hogs, heavy	.....	@16
Hogs, 180 lbs.	.....	@16½
Hogs, 160 lbs.	.....	@16½
Hogs, 140 lbs.	.....	@16½
Pigs	.....	@17½

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice	.....	@20
Lambs, choice	.....	@18½
Lambs, good	.....	@17½
Lambs, medium to good	.....	@16½
Sheep, choice	.....	@17
Sheep, medium to good	.....	@15
Sheep, culls	.....	@13

## PROVISIONS.

## (Jobbing Trade.)

Smoked hams, 10 lbs. avg.	.....	@21
Smoked hams, 12 to 14 lbs. avg.	.....	@21
Smoked hams, 14 to 16 lbs. avg.	.....	@21
Smoked picnic, light	.....	@16½
Smoked picnic, heavy	.....	@16
Smoked shoulders	.....	@16
Smoked beef tongue, per lb.	.....	@27
Smoked bacon (rib in)	.....	@20
Dried beef sets	.....	@30
Smoked beef tongue, per lb.	.....	@27
Pickled bellies, heavy	.....	@18

## FRESH PORK CUTS.

Fresh pork loins, city	.....	@25
Fresh pork loins, Western	.....	19 @21½
Frozen pork loins	.....	@20
Fresh pork tenderloins	.....	@30
Frozen pork tenderloins	.....	@26
Shoulders, city	.....	@19
Shoulders, Western	.....	@17
Butts, regular	.....	@19
Butts, boneless	.....	@22
Fresh hams, city	.....	@24
Fresh hams, Western	.....	@21
Fresh picnic hams	.....	@16

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	.....	\$2.00@ 85.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	.....	72.50@ 75.00
Black hoofts, per ton	.....	60.00@ 62.50
Striped hoofts, per ton	.....	60.00@ 62.50
White hoofts, per ton	.....	72.50@ 75.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.	.....	@140.00
Horns, avg. 7½ oz. and over, No. 1's	.....	@140.00@170.00
Horns, avg. 7½ oz. and over, No. 2's	.....	@ 75.00
Horns, avg. 7½ oz. and over, No. 3's	.....	@ 50.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.	.....	@20c. a pound
Fresh steer tongues, untrimmed	.....	@16c. a pound
Fresh cow tongues	.....	@14c. a pound
Calves' heads, scalded	.....	@65c. apiece
Sweetbreads, veal	.....	40 @85c. a pair
Sweetbreads, beef	.....	25 @30c. a pound
Calves' livers	.....	@25c. a pound
Beef kidneys	.....	14 @15c. a pound
Mutton kidneys	.....	@15c. a pound
Livers, beef	.....	12 @14c. a pound
Oxtails	.....	11 @13c. apiece
Hearts, beef	.....	9½ @10c. a pound
Rolls, beef	.....	18 @20c. a pound
Tenderloin, beef, Western	.....	30 @35c. a pound
Lamb's fries	.....	8 @10c. a pound
Extra lean pork trimmings	.....	@20c. a pound
Blade meat	.....	@17c. a pound

## BUTCHERS' FAT.

Ordinary shop fat	.....	@ 5½
Suet, fresh and heavy	.....	@ 8½
Shop bones, per cwt.	.....	@35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	.....	•
Sheep, imp., medium wide, per bundle	.....	•
Sheep, imp., medium, per bundle	.....	•
Sheep, imp., narrow, per bundle	.....	•
Hog, free of salt, fcs. or bbls., per lb., f. o. b. New York	.....	@70
Hog, extra narrow, selected, per lb.	.....	@95
Hog, middles	.....	@15
Beef rounds, domestic, per set, f. o. b. New York	.....	@14
Beef rounds, export, per set, f. o. b. New York	.....	@20
Beef buns, pice, f. o. b. New York	.....	@15
Beef middles, per set, f. o. b. New York	.....	@40
Beef wassands, No. 1s, each	.....	@ 7½
Beef wassands, No. 2s, each	.....	@ 4
Beef bladders, small, per doz.	.....	@80

\*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	24	26
Pepper, Sing., black	23	25
Pepper, Penang, white	24	26
Pepper, red	20	23
Allspice	6½	9
Cinnamon	21	25
Coriander	17	19
Cloves	22	25
Ginger	18	21
Mace	60	64

## CURING MATERIALS.

Refined saltpetre, granulated	.....	@31
Refined saltpetre, crystals	.....	@35
Refined nitrate of soda, f. o. b. N. Y.	.....	@ 5

## GREEN CALFSKINS.

No. 1 skins	.....	@.50
No. 2 skins	.....	@.48
No. 3 skins	.....	@.38
Branded skins	.....	@.43
No. 1 B. M. skins	.....	@.53
No. 2 B. M. skins	.....	@.21
No. 1, 12½-14	.....	@5.25
No. 2, 12½-14	.....	@5.00
No. 1 B. M., 12½-14	.....	@2.45
No. 1 kips, 14-18	.....	@5.75
No. 2 kips, 14-18	.....	@5.50
No. 1 B. M. kips, 14-18	.....	@5.50
No. 2 B. M. kips	.....	@2.25
No. 1 heavy kips, 18 and over	.....	@6.75
No. 2 heavy kips, 18 and over	.....	@6.50
Branded kips	.....	@4.75
Heavy branded kips	.....	@5.75
Ticky kips	.....	@4.75
Heavy ticky kips	.....	@5.75

## DRESSED POULTRY.

## TURKEYS.

Dry-packed, 12 to box—	
Young toms, dry-picked, fancy	@33
Young hens, dry-picked, fancy	@33
Young hens and toms, mixed, dry-pkd., fancy	@33
Young hens and toms, mixed, dry-pkd., fair to good	30 @31
Young hens and toms, mixed, dry-pkd., common	20 @25
Old hens	@31
Old toms	@31

## CHICKENS.

Fresh, dry-packed, 12 to box—	
Western, milk fed, 18 to 24 lbs. to doz.	@29
Western, milk fed, 26 to 30 lbs. to doz.	@27
Western, milk fed, 31 to 36 lbs. to doz.	@25
Western, corn fed, 18 to 24 lbs. to doz.	@27
Western, corn fed, 26 to 30 lbs. to doz.	@25
Western, corn fed, 31 to 36 lbs. to doz.	@23
Fresh soft-meated, barrels—	
Phila. and L. I., fancy broilers, per lb.	45 @50
Philadelphia, 10 to 12 lbs. to pair	30 @32
Western, fancy, 8 lbs. and over each	28 @32
Western, dry-pkd., 5 to 6 lbs. to pair	23 @31
Western, corn fed, 8 and over lbs. to pair	24 @25

Capons—	
Philadelphia, fancy, 9 lbs. and over each	37 @38
Philadelphia, fancy, 7 lbs. each	35 @36
Philadelphia, small and slips	30 @32
Western, fancy, 8 lbs. and over each	28 @32
Western, fancy, 6 to 7 lbs. each	23 @31
Western, small and slips	25 @26

Fowls—12 to box, dry-packed—	
Western, boxes, 60 lbs. and over to doz., dry-picked	@24
Western, boxes, 48 to 55 lbs. to doz., dry-picked	23½ @24
Western, boxes, 43 to 47 lbs. to doz., dry-picked	@22½
Western, boxes, 36 to 42 lbs. to doz., dry-picked	@21½
Western, boxes, 30 to 35 lbs. to doz., dry-picked	@19½
Western, boxes under 30 lbs. to doz.	@19

Fowl—Barrels, feed—	
Western, boxes, 5 lbs. and over	@23
Western, boxes, 4 to 4½ lbs. dry-picked	22½ @23
Old Cocks, per lb.	10½ @17
Southern and S.W., large	@—

Other Poultry—	
Squabs, prime, white, 10 lbs. to doz., per doz.	@5.75
Guineas, spring, 3 to 4 lbs., to pair	1.25 @1.50

Ducks and Geese—Frozen—	
Ducks, Long Island	@25
Ducks, Wb., fancy	23 @24
Ducks, Wb., No. 2	18 @21
Geese, western, fancy	20 @21
Geese, western, fancy, No. 2	16 @19

## LIVE POULTRY.

Chickens	.....	@22
Fowls, average	.....	@23
Roosters, old	.....	@15½
Turkeys	.....	@—
Geese	.....	@—
Ducks	.....	@—

## BUTTER.

Creamery, extra (92 score)	.....	@45
Creamery, higher (scoring lots)	.....	45½ @46
Creamery, Firsts	.....	38½ @44
Process, extras	.....	34 @34½
Process, Firsts	.....	32 @33

## EGGS.

Fresh gathered, extras	.....	46½ @47
Fresh gathered, extra firsts	.....	@46
Fresh gathered, firsts	.....	45 @45½
Fresh gathered, seconds	.....	42 @44½
Fresh dirties, No. 1	.....	@—
Fresh chex, prime to choice	.....	@—

## FERTILIZER MARKETS.

## BASIS NEW YORK DELIVERY.

me meal, steamed, 3 and 50, per ton	.....	@30.00
Bone meal, raw, per ton	.....	@35.00
Dried blood, high grade	.....	@ 4.30
Nitrate of soda—spot	.....	@ 3.80
Bone black, discard, sugar house del. New York	.....	nom. 40.00
Ground tankage, N. Y., 9 to 12 per cent, ammonia	.....	4.25 and 10c.
Garbage tankage	.....	@10.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore	.....	@—
Foreign fish guano, testing 13@14% ammonia and about 10% P. Phos. Lime	.....	@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	.....	@—
Sulphate ammonia, for shipment, per 100 lbs., guar., 25%	.....	@ 5.00
Sulphate ammonia, per 100 lbs. spot guar., 25%	.....	@ 5.00

